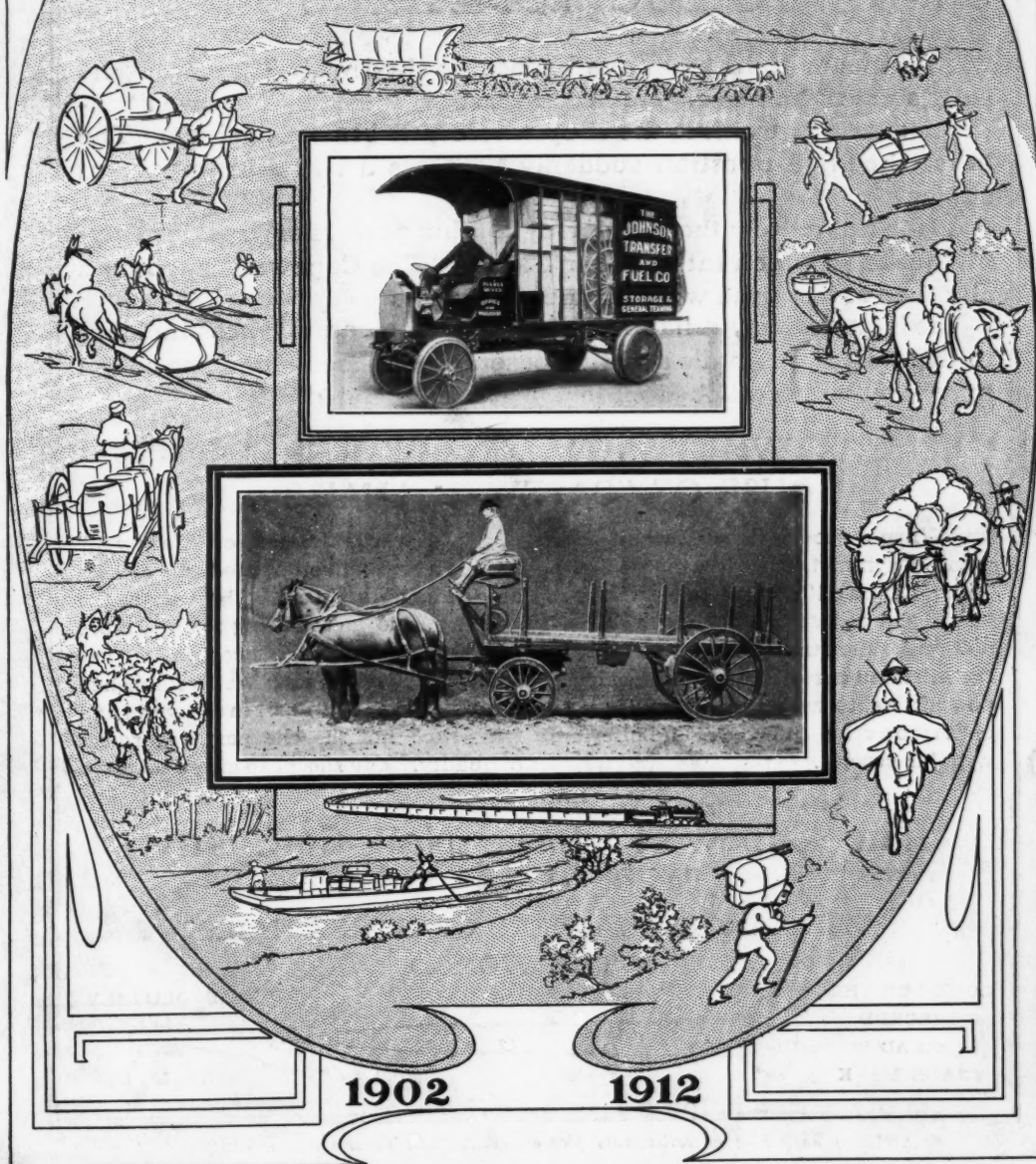


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EDITION

# THE TEAM OWNERS REVIEW



JANUARY, 1912

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## WHEN A HORSE OWNER Once Realizes

what it means to him to have his horses shod with "Capewell" he insists upon their use. He becomes, so to speak, a "Capewell" enthusiast and patronizes the shop where this brand is driven. The horse shoe nail question suddenly becomes a live and important subject.

It is not merely the wonderful holding powers or superior driving qualities which interest him—albeit "The Capewell" surpasses all other nails in the world in these respects.

It is the safety, reliability, freedom from annoyances incident to the breaking of nails and the loosening of shoes—troubles so apt to follow the use of cheap inferior grades of nails.

### WHAT IS GAINED BY THE USE OF "CAPEWELL" NAILS

When a shoer drives a bright, keen pointed, symmetrical nail—marked with "The Capewell" check mark on the head—you can depend upon it to "Stand up" under the strain. It will go right to the intended mark. No turning aside—no splitting, to wound the sensitive part of the foot, cripple the horse and interfere with his service.

In a word, the use of "Capewell" nails is a great advantage to horse owners as well as horseshoers. Throughout the country this fact is being realized more and more. That it is economy to use "The Capewell" is now well established truth. It is the best nail in the world at a fair price—not the cheapest, regardless of quality. Any shoer can afford to use it.

—MADE BY—

**The Capewell Horse Nail Company**

HARTFORD, CONN., U. S. A.

**THE LARGEST MAKERS OF HORSE NAILS  
IN THE WORLD**

LOOK FOR THE  
CHECKED  
HEAD  
TRADE MARK



ABSOLUTELY  
SAFE  
AND  
RELIABLE







# THE TEAM OWNERS REVIEW

A Monthly Journal published in the interest of the Team Owner of the United States and Canada

ENTERED AS SECOND CLASS MATTER IN THE PITTSBURGH POST OFFICE

Vol. XI

PITTSBURGH, PA. JANUARY, 1912

No. 1

## THE TEAM OWNERS REVIEW.

OFFICIAL PUBLICATION OF  
THE NATIONAL TEAM OWNERS ASSOCIATION  
AND  
AMERICAN TRANSFERMEN'S ASSOCIATION.

PUBLISHED ONCE A MONTH  
AT

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ERNEST H. HEINRICHS .....PRESIDENT-EDITOR.  
S. ZINSMEISTER .....SECRETARY.  
W. D. QUIMBY...NEW ENGLAND REPRESENTATIVE.  
79 Portland St., Boston.

THE TEAM OWNERS REVIEW is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer Companies, Express Companies, Truckmen, Carters, Hauling Companies, Livery Stable Owners, etc., etc.

### TERMS OF SUBSCRIPTION.

In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance.

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If you wish your address changed, be sure to give the old as well as the new address.

### ADVERTISING.

Card of rates sent promptly on application.

Orders for new advertising, or changes intended, should reach this office not later than 15th of month, to insure insertion in the current number.

### CORRESPONDENCE.

Please mail all correspondence for publication, so as to reach publication office by the 15th of month. Write on one side of the paper only.

Write all names plainly. When writing over an assumed name, always give the editor your right name also, as anonymous communications cannot receive attention.

THE TEAM OWNERS REVIEW,  
PITTSBURGH, PA.

With this issue THE TEAM OWNERS REVIEW begins the second decade of its existence. For ten years this paper has circulated every month among the team owners of this country with the purpose of being of assistance to them in their business; of keeping them informed upon all such matters which it might be of interest and profit for them to know, and of bringing them into closer touch with each other with a view of creating among the men and firms in the same business a feeling of common interest. We have sought to

### The National Team Owners' Association.

#### Officers:

I. Goldberg, New York City.....President  
W. H. Fay, Cleveland, Ohio....1st Vice President  
Chas. J. McDermott, Phila., Pa., 2nd Vice President  
W. J. McDevitt, Cincinnati, Ohio.....Treasurer  
Frank F. Tirre, St. Louis, Mo.....Secretary

### American Transfermen's Association.

#### Officers:

J. C. Howell, Chattanooga, Tenn.....President  
J. M. Dunn, Richmond, Va.....1st Vice President  
W. J. Daunt, Bay City, Mich....2nd Vice President  
Jesse O. Wells, Des Moines, Ia.3rd Vice President  
W. A. Brown, St. Joseph, Mo.....Sec'y & Treas.

show to the team owners the advantages of organization for their mutual benefit and protection. We have defended their rights and privileges against municipalities, the railroads and other interests. We have upheld their position as employers against labor unions; in fine we have endeavored to be instrumental in placing the teaming trade of this continent upon that plane of importance to which it, as a branch of the great transportation interests, is justly entitled.

It is very gratifying to us, and a matter of no little pride, that in a measure we have been successful. It was a new field for us, in the furrows of which no plow had ever moved, but by directing our aims and purposes always along the straight line of fairness, independence and truth, we have succeeded in realizing our mission. We have gained the approval of our friends and the respect of those, who have not always agreed with us.

What we have done for the team owner and the teaming trade, we do not have to state. The facts speak for themselves. Let any one contrast the conditions of that business of to-day with those that existed ten years ago, and he will find that in whatever particular he discovers a betterment, an improvement, an advanced development, in that particular he will recognize the results of the efforts of THE TEAM OWNERS REVIEW.



### THE NATIONAL TEAM OWNERS ASSOCIATION

The workman of to-day employed by a corporation occupies a very different position from the journeyman of one hundred years ago. From a workman agreeing with his employer as to wages and hours and looking forward to the time when he too would be an employer, he has become an employe of a corporation and a member of a Union, which determines the amount of his wages, and fixes the number of hours of his employment. These conditions in ownership and operation of an industry and of the status of workmen are the results of organization of capital on one side and the organization of labor on the other.



ISAAC GOLDBERG,  
President National Team Owners Association.

It is the history of industry that the employers organize first by means of a corporation. As the business of the corporation progresses and the number of its workmen increases, the further removed are its workmen from their employer and less able are they to make known their wants and enforce their demands individually, and as a consequence the workmen organize their labor union. The corporation, unable alone to oppose successfully the demands of organized labor, proceeds to organize the employers' association. So, whichever way we turn we meet organization. We find the germ of every industrial organization, whether of labor or capital, to be a wrong imposed upon individuals, which can be remedied only through co-operation among those similarly affected by it.

This is particularly true of the efforts to improve the conditions under which the teaming industry of this country has been carried on. More than twenty-five years ago each truckman in the City of New York complained that the railroads did not provide him with adequate facilities to deliver and receive freight at their stations. He frequently presented his complaint to the railroads, which promised to investigate it, but never did, and more often ignored him altogether. The truckman was subjected to serious inconvenience in the transaction of his business, and as an individual was unable to obtain redress. What happened? This truckman found another complaining of the same condition, and the other truckman found still another, and the inevitable happened. They arranged a meeting and invited all truckmen of the City of New York to attend for the purpose of taking such action as might be necessary to induce the railroads to install better facilities for handling freight. This meeting was held in 1886, and, as usual, when a body of men get together, the truckmen discovered that there were other conditions in their trade requiring correction, and which could be corrected only through co-operative action. Each truckman, who attended this meeting, discovered also that his competitors, against whom he had harbored grudges, were not such bad fellows after all, and that the grudges were unfounded and had remained such because no opportunity had been afforded his competitors to explain them away.

At this meeting the New York Team Owners Association was organized and a committee appointed to present to the railroads a formal request that they improve their facilities for receiving and delivering freight. The railroads, which heretofore had ignored requests of this character, now took notice of this one, as soon as they realized that back of the complaint was an organized body of earnest and responsible business men. The association was not able to obtain immediate favorable action, but was successful in securing

a few improvements, and through its persistent and continuous efforts the facilities at the railroad terminals in the City of New York have greatly improved.

The association next considered the subject of streets and appointed a committee to appear before the Mayor and request him to put the streets in proper repair. The Mayor, impressed by the manner in which the subject was brought to his attention, proceeded to direct the proper authorities to investigate the complaint of the association and from that time on the city has kept the streets in better repair and consulted the association on several occasions, as to the best material for paving. And thus, since its organization, the association has met one subject after another, and has dealt with them successfully, made possible only through organization.

New York is not the only city in which the team owners have grievances. In other cities, the team owners have organized associations to correct the same unfair conditions, under which the New York team owner suffered, and which he was able to improve through his organization. In substantially all of the large cities team owners' associations have been organized and are doing great things for their members, and bringing them into more harmonious relations with each other.

We now reach another step in this interesting development of organization. The local association, like the individual team owner, realized that there were conditions with which it could not successfully deal alone and sought co-operation from other associations. In June, 1903, several team owners met in St. Louis and organized the National Team Owners Association. Later this association was incorporated under the laws of the State of New York, and includes in its membership local associations and individual members engaged in the teaming business in localities in which no association exists.

The National Association at its organization and during all of its activities has been fortunate in having the counsel of Mr. E. H. Heinrichs, the editor of THE TEAM OWNERS RE-

VIEW. All team owners of the United States are under obligation to him for his work in their behalf. His judgment on all subjects has been excellent and his pen always at their service. The National Association has had in its ranks another man who has been prominently identified in all efforts to raise the tone of the teaming business, and to make known its wants and fearlessly to enforce them. I refer to Mr. Thomas F. McCarthy. As president of the New York Team Owners Association, he had performed excellent service and was the logical candidate as the first president of the National Association.

The National Association has been active in dealing with the large railroad corporations and has been able to meet them on national lines. It has been active in Washington on the subjects of tariff, labor and interstate com-



This is one of the wagons owned by A. J. Kuepert, the energetic secretary of the St. Louis Association, from which he dispenses "coolness" in the heat of summer.

merce. Mr. Frank F. Tirre, 1510 Franklin avenue, St. Louis, Mo., is the efficient secretary of the association, and he will gladly answer any inquiries regarding it and its objects.

I appeal to the team owners of the United States to organize local associations in their respective cities and see to it that such local associations become members of the National Association; and in case that is not possible, then to apply directly for membership in the association. It is organized specifically for the teaming business. Its officers and directors are giving their time to bring about improved conditions in the trade. It is entitled to and should receive the loyal support and sincere encouragement of all team owners.

ISAAC GOLDBERG, President.

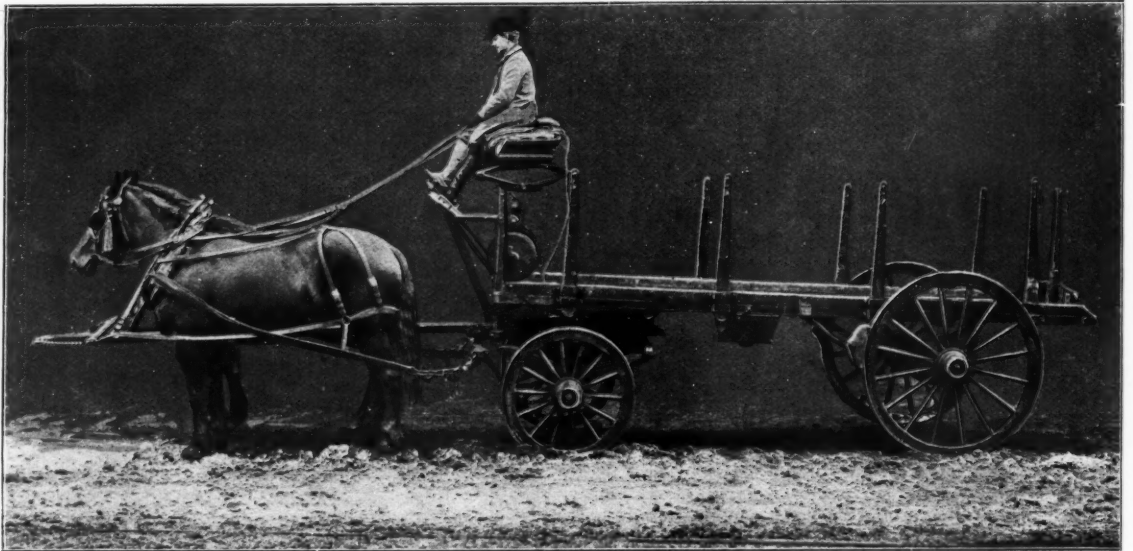
### HISTORY OF THE TEAMING TRADE.

Teaming, hauling, draying, carting, or whatever we may call it, has been an occupation of man, practically since the world has been in existence. Hence, we may well say that the teaming trade is as old as the human race.

In primitive ages before animals were used to transport material, man was his own carrier. He hauled his wants, whether in the shape of timber to build his hut, or the carcass of an animal to furnish him food, either on his shoulder or by dragging it behind him over the ground. As he grew more intelligent he made use of the flowing stream of the river to carry

The first use of the cart is shrouded in earliest antiquity. The Egyptians used it at the same time when the camel was a carrier. The Phoenicians, who were a great trading people, and carried commerce into every part of the then known world, used asses in carts to haul the merchandise from their vessels into their store houses, and they also used this method of teaming for their transportation business into inland cities.

The Romans and the Greeks were well acquainted with the use of carts, and they were probably the earliest people who made use of the horse to pull these conveyances.



A Typical Pittsburgh Truck.

his load for him. Later as he succeeded in bending the will of certain animals to his own, he used them as his carriers. This naturally was a wonderful step in advance, because it made it possible to increase the load.

When cities were built, hauling, carrying and carting became at once a business and a very important one. The carrier in those days formed the link of communication between one city and another. He not only carried merchandise by means of his teams, but he was also the messenger of information and the bearer of dispatches.

The earliest vehicles of transportation no doubt were two shafts of wood on which the load was fastened and then dragged over the ground. Then the cart body was developed and later the wheels. Wagons did not come into use until the beginning of the middle ages, when the teaming business was of great importance in Europe. This also brought about the development of the Flemish or draft horse. This very likely was due to the fact that the commerce of the old world was to a great extent carried on by wagon transports. The merchants in the larger cities of Northern

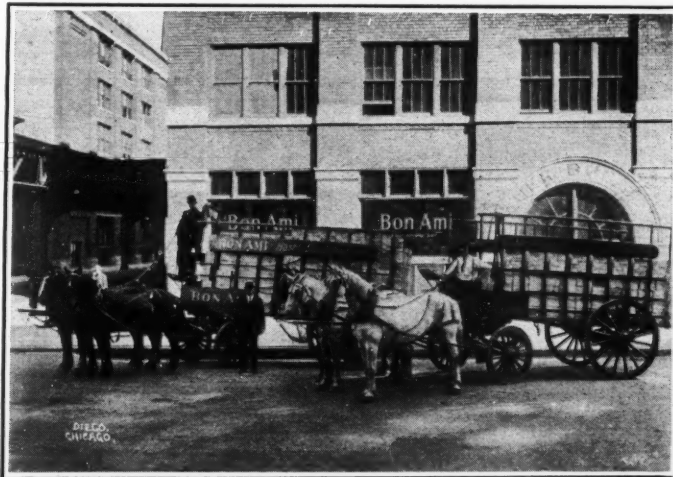


Europe traded with those in the South and vice versa by carrying their goods over the country in wagons. As a rule, several merchants would start their transports together, and the loaded wagons, numbering a long train, would have an armed guard with them to defend them against highway robbers. In this manner a large part of the commerce between Northern Europe and the South was carried on for several hundred years. With the development of river transportation and the annihilation of piracy on the seas, and later

### THE TEAMING TRADE—ITS INFLUENCE UPON THE WORLD'S PROGRESS.

Transportation has certainly been one of the greatest, if not the most important, factor in the progress of the world. In fact, without transportation progress would be scarcely likely.

Let us imagine, for example, that the various peoples living upon this earth in the ages of the earliest antiquity, had among themselves decided to remain strictly within their own boundaries. To retain for themselves



These two teams belong to F. W. Gould of Chicago. The hitch with the three bays—winners of first prize in the last work horse parade—is loaded with 20,600 pounds Bon Ami, which they hauled from the Rutland Dock to the warehouse. The horses are two geldings and one mare, the former weigh 1600 pounds each and the mare 1650 pounds. They were bought at the Chicago stock yards.

Harness, best selected leather, brass trimmed, made by Paul Kubitz, Chicago.

Wagon, capacity 12 tons, bed 5' 3" long, 5' 3" between stakes, stakes 6' 2", axle front 2 3/4" steel, rear 3", roller bearing, made by Cook and Chick.

The cost of this outfit complete, \$1300.00.

the invention of steamboats and then at last the railroads, wagon transportation became more the method for shorter distances until it finally emerged as the local system of transportation of to-day, with the motor truck as its most modern vehicle.

### A STRONG ENDORSEMENT.

The patented vacuum horse cleaning outfit of Beach-Russ Company, Brooklyn, N. Y., is claimed to be the most perfect device for cleaning horses and cattle that has come into the market in years.

their own religion, their own achievements in art, in the sciences, in literature, etc. In that case, we of to-day, perhaps would still be in ignorance of the wisdom of the ancients. We would not know anything about the great achievements of the Egyptians, the Greeks, the Romans, the Persians. We would not know anything about the Christian religion; in fact, this continent would never have been discovered.

Transportation, therefore, has been the keynote, the main spring, which produced the

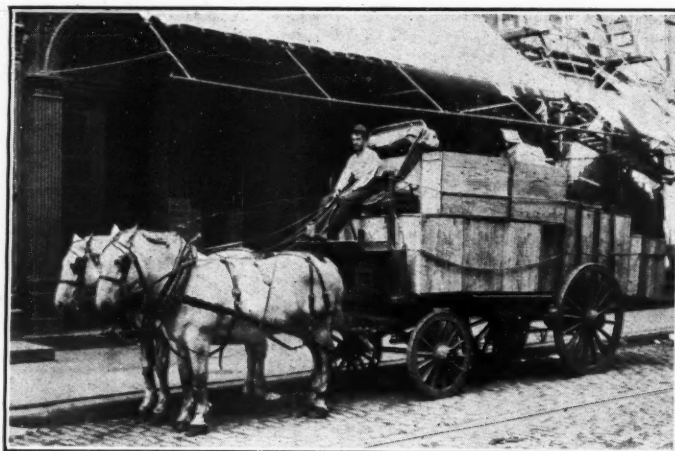
world's progress. We read in the Bible where the children of Israel went to Egypt and purchased from their own brother food, which they transported into Palestine in order that their families might live. They used teams for this purpose.

Teaming as a branch of the great industry of transportation has played an important part in all of the great events in human history. The great wars could never have been carried on between the Greeks and the Persians, between the Romans and their enemies, if they had not been able to carry with them transports of arms and provisions.

One of the greatest epochs in the history of

What were the means that carried the earlier settlers from the coast to the interior? The Conestoga wagon and the Prairie schooner. Thousands upon thousands of families had all their wealth and property, in many instances, on the wagons which eventually brought them to their new homes.

Of course, when the steam boat was invented and afterwards the locomotive, inland transportation underwent a considerable change, but even to-day, while the teaming trade is more of a local institution, its function as a means of transportation is as important as it was formerly when teams handled the commerce of the world.



This fine looking team belongs to Mr. Jamison of Philadelphia, who is known to team owners all over the country.

the teaming business was in the middle ages and as late as the middle of the sixteenth century. During that period the commerce of Europe was practically carried on by teamsters, who carried products from the North to the South, from East to West and vice versa, because marine transportation was then too dangerous, on account of Turkish and Moorish piracy in the Mediterranean sea and on the African coast of the Atlantic ocean.

Coming to our own country the wonderful services which transportation, and especially the branch of teaming has rendered, are too palpable to require proof.

#### ABOUT FEEDING HORSES IN HARNESS.

Some of the main advantages gained from HUDSON'S AUTOMATIC FEED BAG ATTACHMENT are, as follows: It gives the horse the benefit of all his feed, as there is positively no waste, and the horse will not throw his head while feeding, and eats with comfort. It does not necessitate the buying of new bags. By its use the horse does not inhale the dust, as he is not compelled to keep his nose in contact with the feed. It allows plenty of fresh air, as the top of the bag is always open, without danger of the feed being spilled out. It is less trouble than the old-fashioned ropes, and saves wear and tear on the bag. *It pays for itself each week in the saving of feed.*

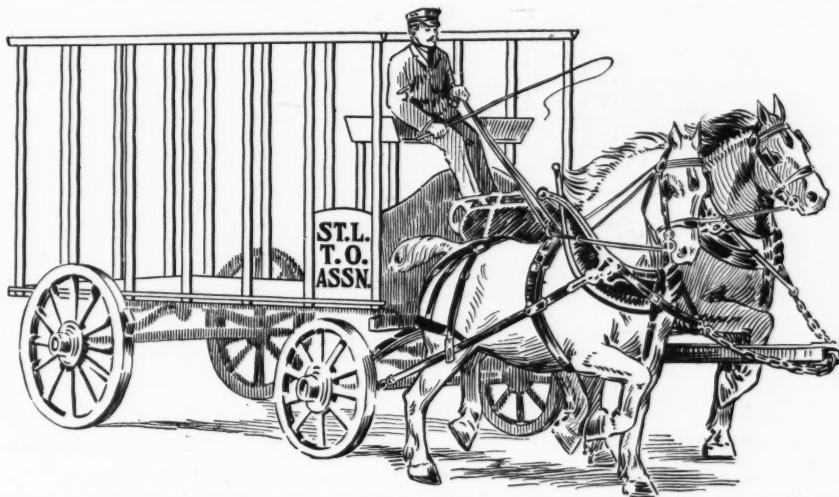
### THE TEAMING TRADE FROM A BUSINESS POINT OF VIEW

The editor of this paper has, for more than ten years, been in close touch with the transportation and drayage business in nearly all the large cities of the United States, and this, with his interest, and what he has tried to do for the trucking trade certainly entitles him to a respectful hearing.

Several of the large team owners in different cities have been asked to contribute special articles for our January anniversary number, and, while we have been favored with a number of such, the writer has thought it best for an outsider to take up one of the most vital and important subjects of interest to every

the oldest and most experienced truck owners keep no correct record and cannot say what it costs to run a truck per day. This is so fundamental and elementary that it seems like writing about first principles, but how can any team owner know what he ought to charge for the use of a two-horse truck, with the usual equipment and a well-paid driver in such a city as Pittsburgh, New York or Philadelphia, unless he knows just what it costs him to keep that truck in the street per working day.

In the first place, let us consider a few outside facts that have bearing on the cost of running trucks.



This stake truck is a typical St. Louis vehicle and it is used by the Team Owners Association as a trade mark.

owner of teams, and would like to call your attention to the following facts:

First: Is it not true, and are you not willing to admit to yourself that something has been wrong in the general method of conducting your business in the past?

We feel that we are within reason when we state that only a few concerns in each city, and in some cities no concerns, entirely grasp the necessity of keeping the cost of operating a plant; and we have found in our visits to different places and in correspondence, that, even

Within the last ten or fifteen years, the agricultural reports from Washington show that the average rise in the cost of oats and hay has been about 90 per cent.; the average cost of wages in the eastern cities of the United States has been from 20 to 30 per cent., and, assuming that the other items have been practically stationary, there has been an increase anywhere from 50 per cent. to 60 per cent. in the actual cost of operating trucks. In many large cities the working day has been cut one hour at night by closing the freight



terminals at 5 o'clock, where formerly they have been open until 5.30 in winter and 6 in summer. This often means on forwarding, or general railroad work, the loss of one load, which may be 20, 25 or 33½ per cent., in accordance with whether the haul is sufficiently short to enable trucks to make 5, 4 or 3 loads per day, under the earlier conditions. To put some of these items into figures, if the forwarding rate had been 4 cents per 100 pounds, or 80 per ton, 15 years ago, it should be raised now to 6 cents per 100 pounds or more, but, is it not true that the forwarding rate has been kept practically the same, or in a very few cases raised one cent a 100 pounds?

When the steam railroads have complained on account of not being allowed to raise their rates, they have not given credit for the great

This will figure up about \$5.00 per working day, but we have taken the trouble to make very particular inquiries, and we find that the actual cost of running a two-horse truck per day is over \$8.00 instead of \$5.00, and there are nearer 20 items that ought to be included in the cost instead of 3 or 4, as above enumerated.

For instance, the total cost of pay of foremen and lumpers ought to be divided up by the number of trucks or horses, and assessed so much per truck per day. Otherwise, except where men are put on special work, where is the team owner to be reimbursed for the wages he pays the helpers and foremen? The painting of wagons, renewals of harnesses, etc., amount to a very considerable sum, when averaging per team per day. Office rent,



C. F. Becker, the genial secretary of the Cleveland Team Owners Association, who does a general hauling business, also goes in for the "Moving" branch, as this picture indicates.

advantage they have obtained by being able to run larger and heavier trains, and move much more tonnage per train crew. This is an advantage which the truckman has not in his business. In fact, with the increasing congestion in large cities, it is not possible to move as much tonnage, per man, or per horse, as it was 15 years ago.

In visiting a large truckman's office in another city, I asked: "What does it cost you to run a two-horse team per working day?" Instead of asking a book-keeper, or auditor, he will take out his pencil and say, "I pay the driver \$15.00 per week, that is \$2.50 per day; the feed of each horse is 70 cents per day, that is \$1.40; the cost of stable rent, etc., is 30 cents per day, that is 60 cents; shoeing and repairs 20 cents per day, that is 40 cents."

clerks' salaries and telephone bills, all must be considered. The fire and accident insurance premiums divided up per team make another large item. Depreciation for renewals per working horse per day; we have seen this figured as high as 20 cents or 30 cents per day per horse.

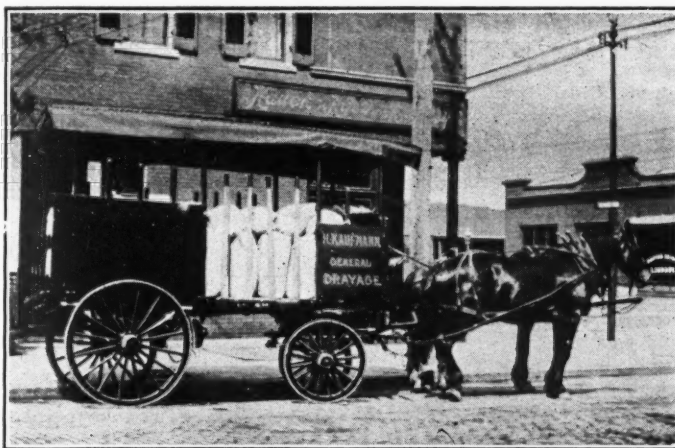
In other words, unless a man wishes to actually deceive himself, or allow himself to be deceived, by attempting to figure the cost of running a truck hurriedly, instead of getting what he actually expends for a term of months or for a year, he will come out with a result so much below the actual cost that he will offer to let a team to a customer for \$6.00 or \$7.00 per day when it may actually be costing him \$8.00 to run the team. This is not an imaginary condition. One of the most mislead-

ing facts in connection with this is the point that it is impossible for an owner of 100 horses to keep 100 horses at work in the street. He must, therefore, figure the cost of maintaining the whole 100 horses, the veterinary bills, feed bills, etc., and divide this by the number that he actually keeps to work on an average. If this is 90, this will bring up the cost of each team about 10 per cent., as he must support 100 horses in order to keep 90 effective horses in the street. Furthermore, having obtained the cost of running 100 horses per month, it is

proportionate charge for all the other items on the whole business and the drivers' wages, and, if this is done carefully, many team owners who have been in the business all their lives will be surprised at the results.

The editor feels that this is very good advice, in suggesting that, wherever possible to have an outside expert, accountant, or auditor, make these calculations, it is very desirable.

Why not begin the New Year with the resolution to find out what it costs us to run a team and make our charges accordingly. Will



This team represents a typical St. Louis draying outfit. It is owned by C. Kaufmann of 2223 Maiden Lane, St. Louis.

necessary to divide by the actual net working days, which may not, allowing for Sundays and holidays, be more than 24 or 25 in a month. We have known many people to divide by the number of days in a month, for instance, 30 days. This throws their calculations out from 15 to 20 per cent., depending on the number of holidays.

In closing, the one way that we can suggest for a man to know what it costs for him to run his one or two-horse trucks is for him to take an account of his feed on hand at definite periods and figure what it cost to feed all his horses, and divide this by the average number of horses he keeps to work in the street, not including driving horses, and then add the

this not take care of much of the price cutting that has been complained of in our trade?

#### ANNUAL ELECTION OF OFFICERS.

The St. Louis Team Owners Association met on December 14 and elected the following officers and executive committee for the coming year: President, Farwell Walton; vice president, Edward Weber; secretary, A. J. Kuepfert; treasurer, Robert E. Mitchell; sergeant at arms, J. P. Vahrenholt; traffic manager, F. F. Tirre. Executive Board: William Koechig, Carl Kaufmann, George Flaherty, J. J. Waddock and B. Pagenkemper.

**USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.**

**DID WE MAKE GOOD?**

In the first number of this paper, which was issued January, 1902, we made the following statement, which we ask our readers to peruse again, and if anybody will be able to point to a single instance when we did not live up to that original declaration, we shall be glad to have it pointed out to us:

THE TEAM OWNERS REVIEW is published in the interest and for the individual benefit of every member in the trade. Its object is to bring the team owners from all over this country together into a close bond of fellowship and fraternity. To give the team owner in the West an opportunity to learn what his fellow in the East has to say, and to give the team owner in the North a chance to say something that may benefit those in the South, and vice versa. Wherever a team owner is doing business, this paper will go to aid him in his business and help him to carry on his trade and make things easier and pleasanter for him in a thousand different ways. This journal will try to be the national organ of the trade.

**OUR FRONT COVER.**

We call the attention of our readers to the front cover page of this issue of THE TEAM OWNERS REVIEW, which we flatter ourselves will meet with the general approval of our subscribers. It will be noticed that the page represents an illustrated epitome of team owning methods, or practices of transportation, in all parts of the world. There is the prairie schooner of the West, the modern horse-driven truck, the motor truck, the railroad and the canal boat, as well as the various methods of hauling and transporting material prevailing in foreign countries. This page was designed, drawn and engraved by the Liberty Engraving Company of Pittsburgh, and we believe they have succeeded in producing a very artistic, comprehensive and interesting picture of the teaming and transporting industry of the world. It shows in a concise, graphic form the scope and field which this paper has endeavored to cover since its establishment ten years ago.

**A SUCCESSFUL YEAR'S WORK.**

The annual meeting of the Boston Work Horse Parade Association was held last month. The report showed that at the 1911 parade 1,347 horses were exhibited. For the stable inspection, which is entirely separate from the parade, 72 stables, containing about 3000 horses were entered. The association published and distributed, free, 6,000 bulletins on such subjects as the Watering and Bedding of Horses. During the intensely hot weather in July the association maintained a half dozen stations where horses were showered by hose. This was taken advantage of by thousands of teamsters. The association also held two Smoke Talks for drivers and other persons interested in horses, at which stereopticon pictures were shown. These activities will be continued during the coming year. The following officers were elected: Henry C. Merwin, president; Arthur Perrin, vice president; Francis Peabody, vice president; Lewis A. Armistead, secretary; Joshua Atwood 3rd, treasurer; George W. Harrington, John H. Jewett, H. P. McManus, W. D. Quimby, Dr. F. H. Rowley and George F. Stebbins. W. D. QUIMBY.

**THE TEAM OWNERS REVIEW.**

There is a paper published in Pittsburgh,  
Which team owners like to read;  
It gives them many a good pointer  
On supplies, which they all need.

Men of many years' experience  
Give their views, both old and new,  
Which we never would have known of  
Were it not for "The Review."

Articles by veterinaries,  
Who in their line are great and true;  
We would not have gained their knowledge,  
Only through "The T. O. Review."

Men with whom we are acquainted,  
In this paper we can view  
Cuts of them, and many letters  
In the columns of "The Review."

A. CHARD.

**USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.**



## MOVING OVER ALL THE WORLD

No doubt this article will be perused by every team owner with a great deal of interest. It shows how household goods are moved in different part of the world by a series of photographs taken on the spot. It gives a graphic idea of the various methods in vogue in the many countries from the modern up-to-date system of one of our New York storage companies, as exemplified in "the electric van," down to the primitive style of carrying goods, as it is still customary among the natives of Africa and

even in our sister republic, in Mexico. THE TEAM OWNERS REVIEW is indebted for the use of these photographs to the Trans-Continental Freight Company of Chicago, one of the largest "moving" concerns in the world.

The president of that company, with a great deal of pains and a vast amount of trouble, gathered these interesting photographs from all parts of the world. A more comprehensive method of showing the different ways in which the "Moving Man" works it would be very difficult to conceive.



PUERTO RICO.

This animal carries the entire possessions of one of the islander's houses. They are moving from one village to another. This "van" is owned by the family. The father and mother were out of reach of the camera when this picture was taken. This method of moving is typical of the island population.



CENTRAL AFRICA.

This picture was taken near a church mission in Africa and illustrates how the natives of that country move their personal effects rolled in bundles of hides. The load on this man's back was said to be 550 pounds. We should say it was an "overload" for a man.



MEXICO.

This method of conveyance illustrates the remarkable load that can be carried by the combined strength of the forehead and the shoulders. It is a customary method of moving in Mexico.

## CEYLON.

In the island of Ceylon, the land where good tea is said to grow, this crudely primitive cart is still used very extensively. The wages of these cart runners are incredibly low and they work very faithfully, resting only during the mid-day heat. At that it would scarcely do to import them into this country.



## JAPAN.

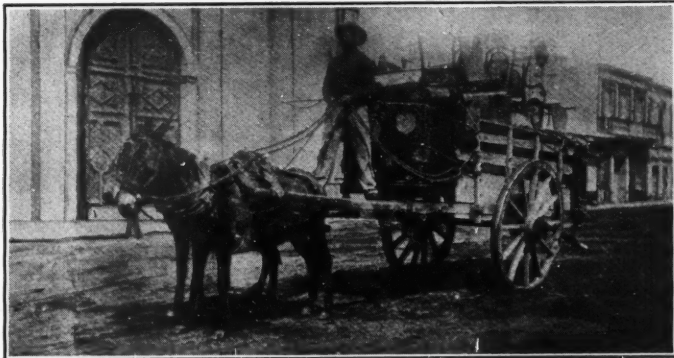
This is an illustration from Nagasaki, a seaport town; but shows the customary method of moving in the land of the Mikado, which is now rapidly passing out of date. Modern horse-drawn vehicles and gasoline motor trucks are now appearing in all the principal cities of the Flowery Kingdom.

## INDIA.

This is the provincial ox cart of India. The load represents the household effects of three families, that are being moved to a village for a distance of some fifty miles. This picture was taken in the city of Narsinghpur.



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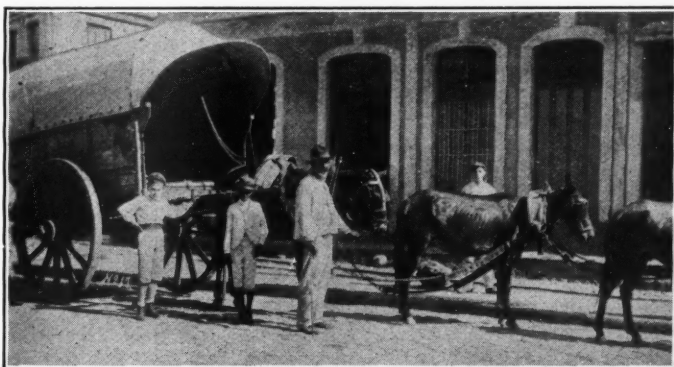
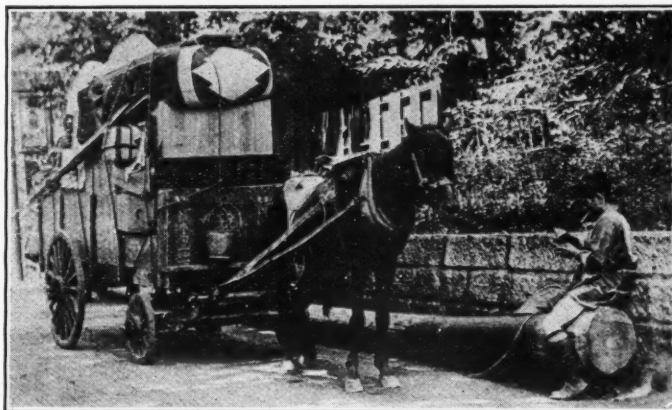


## PERU, S. A.

Moving day in Callao, under the equator, is no doubt the same troublesome experience to housewives, as in Boston or Oshkosh. The little mule team was photographed in front of the Callao cathedral.

## PHILIPPINE ISLANDS.

This is the type of moving wagons used to a large extent in Uncle Sam's latest acquisition, The Philippine Islands. The driver is enjoying an interruption in his labor by stopping in the shade for a smoke. The work in that country is not done by the hour.



## CUBA.

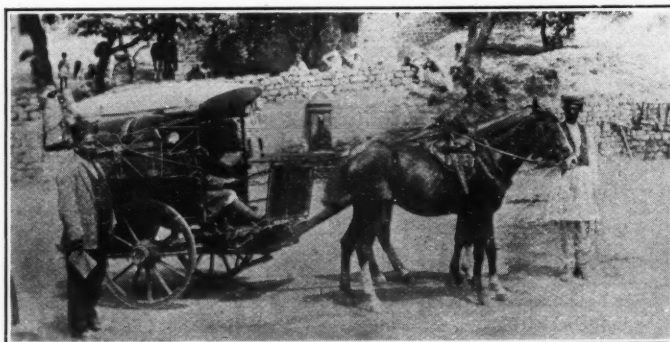
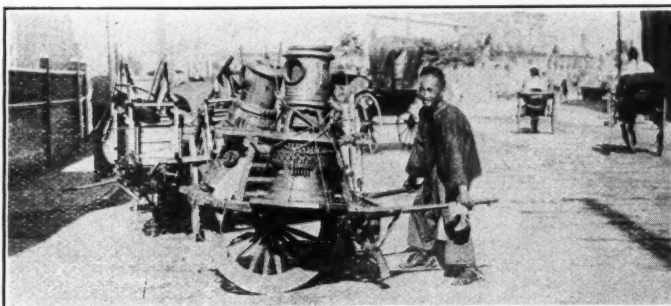
This is a common type of cart used in the West Indies for the removal of household goods. This picture shows a scene not uncommon in Havana, where the original photograph was taken.

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## CHINA.

American stoves and American chairs loaded on a cart, which has been typical in China for thousands of years illustrates the peculiarities of the Chinaman. This picture was taken in Shanghai, one of the largest cities of that country, on a well paved road. The locality, dimly visible in the background, is the European quarter of the city.

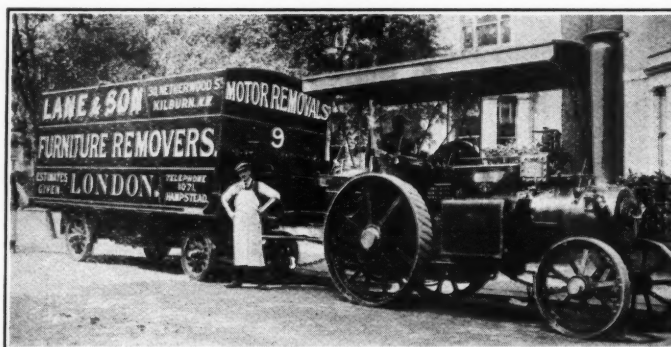


## TURKEY.

This vehicle is peculiar to Turkey and parts of Asia Minor. The roads in those countries are poor and two horses are necessary to handle a two-wheeled vehicle about the size of an American post man's cart.

## ENGLAND.

The Traction Engine is quite common in Great Britain. It runs with considerable speed, but much slower than motor vans. The good roads of England sustain the enormous weight of this equipment.



## ITALY.

This odd type of van from the Italian peninsula indicates the load a single horse can handle under right conditions. Horses are costly in that country and each one is called upon to haul a heavy load.



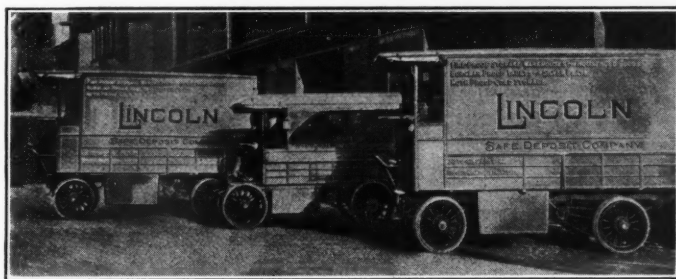
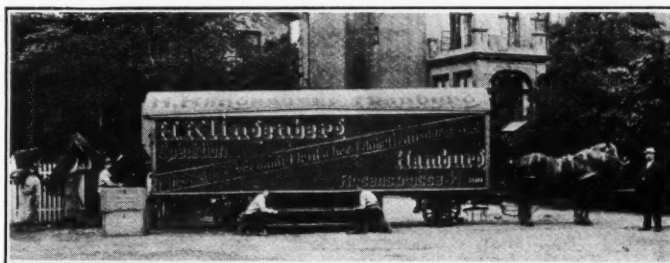


## ARGENTINE, S. A.

The Spanish love of ornament is shown in this type of van from Buenos Aires, the most progressive city in South America. A large number of van and storage companies are located there. The harness, in keeping with the rest of the equipment, is elaborately decorated with silver trapping, the outfit costing \$850.00 American money. Three men are in charge of each van.

## GERMANY.

This is a very excellent side view of the typical German moving van. These vans often go from town to town under load, being eventually returned to the owners by a round-about circuit. A complete record is kept of the movement of such vans by the German Furniture Transportation Association, an organization of furniture movers in the German empire.



## UNITED STATES.

The most modern method of moving, as exemplified by the Lincoln Storage & Safe Deposit Co., who use General Vehicle Co. electric vans in New York City. Many practical and experienced men in the business assert that this style of equipment bids fair to eclipse eventually both horse-drawn and gasoline vehicles for city work in this country.

## ADDING BY MACHINERY.

The Automatic Adding Machine Company of New York City makes the Gem Adding Machine, the recognized standard desk adding machine. They are exceedingly handy and save a considerable amount of labor in any office, and as the cost is a mere trifle they are most desirable for the completion of the office equipment.

## DESTROYED BY FIRE.

On December 4 the principal plant of the United States Express Company for the service of New York City and the vicinity was swept by fire and practically the whole delivery equipment, consisting of 400 horses and several hundred wagons, was destroyed. The loss is estimated at \$1,000,000.

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## THE HORSE

By W. D. Quimby.

Do we stop to consider that this simple word represents the most faithful servant man ever had, or probably ever will have, always alert to do his master's bidding, under all circumstances and conditions, just as faithful if ill fed and poorly cared for, as though he were well fed and received the best of care? He is ready at all times to give his life, if necessary, to carry out the plans and wishes of his custodian.

There are a great many things in connection with the horse that people never think about. One great disadvantage of the horse is, that in a great many cases the owner of the horse never sees him. His care and welfare are left to a lesser man, who is usually only interested in himself, but there are a few exceptions. There are some good men who are caretakers of horses.

Here are some points that ought to be considered in connection with horses.

A horse's health is of as much consequence as the health of a human being. To get the best results a man must watch the condition of his horse, and when the horse shows drooping head, dull eyes, brashy coat, the hair growing towards the head, there must be some reason for it, and ninety-nine times out of a hundred it is the horse's stomach. A horse's stomach is liable to get out of order just as much as a human being's, and should be given the most careful attention. Since a horse cannot talk, he has to stand his aches and pains in silence. If a horse could only talk, it

would certainly be a great advantage to him. Some of them are so intelligent that they indicate their desires almost as plainly as some people can talk.

### SOME THINGS THAT SHOULD ALWAYS BE IN THE MINDS OF CARETAKERS AND DRIVERS.

First a horse should always be fed regularly, and should be given what feed he will eat and eat within a reasonable time. Some

horses cannot eat oats, some cannot eat corn and some are naturally constipated and some just the opposite, therefore, he should be given the kind of food that will bring about normal conditions.

Watering is another very essential point in connection with the horse. I had rather cut a horse's feed than his water. Always see that a horse has plenty of fresh, pure water, as a good drinker is always a good worker.

Some horses by getting their stomachs out of condition are affected with colic, which is causing more deaths and

more suffering than most any other disease. This condition of the stomach may cause vertigo, blind staggers, or what is known as fits. It is not necessary to sell or destroy a horse having vertigo. He should be given proper attention and a veterinary called to treat his stomach. This trouble is wholly caused by bad condition of the stomach.

Another very important feature in caring for the horse is the shoeing. There are very few blacksmiths who are experts in shoeing.



W. D. Quimby.

There are a great many who give the proposition no thought or care, but simply peg on the shoe and let the horse suffer.

Another thing in regard to the horse's feet. Their feet should be kept soft and in good condition, and in order to do this the frog must come in contact with the ground so as to get the moisture. When a horse's shoes are heavy and thick with high corks the foot is prevented from coming in contact with the moisture of the ground and some substitute must be used in order to keep the foot soft as intended.

I think there should be a law whereby blacksmiths should be obliged to pass an examination and become masters of their trade before they should be allowed to shoe a horse. This may be brought about and may not. The horse gets very little consideration. About the only saviour they have is the Cruelty to Animals Society throughout the country, and we are very glad to say that they are doing a very great amount of work in connection with lame horses. A very high percentage of the lameness of horses is caused by the shoeing.

A horse should always have a stall not less than four and one-half feet wide. The stable should be well lighted and well ventilated. This is of the greatest importance, as we find more cases of glanders, which is the most deadly disease known to man or beast, in dark and poorly ventilated stables, than in light and well ventilated stables.

A horse should never be put into a stall at night when he is wet. If a horse comes in and is wet with rain, especially in cold weather, he should be rubbed down and blanketed, to save the possibility of a chill. A chill is the forerunner of most any kind of a disease: pneumonia, lung fever and other complications.

Humane harnessing offers another great opportunity for the human family to relieve and benefit their faithful friend, the horse. A harness should not be too heavy. For example, take fifteen pounds, which is about one-quarter the weight of the usual harness, and

put it on your back for thirty minutes and you will have some idea of the weight a horse has to carry.

There are a great many drivers and caretakers of horses who know very little about how a harness should fit. The collar should fit properly to make the horse comfortable and make his work easier. The saddle is of very great importance, as well as the collar. A great many horses are chafed on the back of the front forearm on account of having too wide a belly girth.

Light bridles should always be used. On the top of the horse's head, back of the ears, there is a single spot where the spinal cord is not protected and a heavy bridle coming across this place often causes sores, such as abscesses, etc.

A horse should never be worked in a closed bridle. Please notice the next time you are on the street how many horses you will see with open bridles that are fat and sleek and perfectly happy.

A horse wearing a closed bridle and not having a great deal of confidence in his driver, is working in fear and trembling all the time, whereas if he had an open bridle he could see everything around him and is not frightened.

I have broken a great many pulling horses by putting open bridles on them. If you have a horse that pulls too much, or is frightened, put on an open bridle and see how differently he acts. Soon the confidence which you have in him will increase his value more than one-half.

In the summer months horses should be very thoroughly curried and brushed, but in the winter nature has provided an inner coat which prepares itself for winter months, and protects the horse. Then it is better to simply straighten the hair and not use the curry-comb.

There are a great many people in the United States who feel that the horse is fast passing on account of automobiles and trucks and that within a few years the horse will be of

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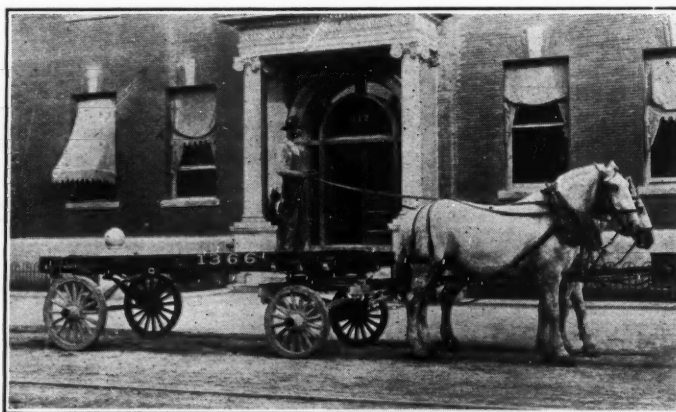
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very little importance. To disabuse these people of this idea, I want to make this statement: In 1905 there were seventeen million and fifty-eight thousand horses in the United States and at the present time we have over twenty-two millions in the United States.

I want to call your attention to the fact that the farm value of horses since 1900 has increased 160 per cent. and the cows and sheep only 28 per cent., so you can see that the

United States about one million horses, which you see is an increase of twenty-one million in about forty years, or about five hundred thousand horses per year to average.

We are very much pleased to say that in Boston we believe the value, as well as the condition, of the horse in the last five to seven years has improved at least 25 per cent., and we believe this good condition has been brought about, in a great measure, by the



Here is a team and truck, which belongs to Mr. Westhelmer of Houston, Texas, of which he sends the following description:

Wheels, axles, springs and gear are the usual size in accordance to the weight that you wish to carry, with the exception that the rear wheels are not very much higher than the front wheels, so the body when loaded to full capacity is higher than the rear wheels, so that you may handle freight projecting out over each side of the body without interfering with the wheels. The sills are 4x6 oak, reinforced by steel plate on the outside, top and bottom in order to make the sills rigid, avoiding the use of a truss rod.

The body of our trucks are 5x14, but may be made any size. We find that this size is quite large enough for the class of streets here for one team, and holds conveniently from 5000 to 8000 pounds ordinary freight. The cross pieces that support the floor are bolted on to the sills flush with the bottom, and a 2" floor is laid between the sills on these cross pieces, allowing the sills to project up about 3½" to 4", making all freight flare to the center. This makes the most convenient truck that I have had the pleasure of seeing through my thirty years in the teaming business. We couple the gear out as long as possible so as to be easier on the rig and team when hauling articles such as pipe, bars of steel, etc., that are from 18' to 22' long.

We have stake pockets in front and on either side in order to hold different classes of merchandise for which stakes are needed. We also have two bull rings on either side, one in front, and one on the rear sill, which are used for tying the load. These trucks are very convenient inasmuch as you can load from the side, rear or front.

The team in this picture is fed once a day as I explained to the Convention at Cincinnati, and while they may not be as fine as the horses we saw at Swift's Packing Company at Chicago, we have no doubt they will show up with any team in the transfer business in the United States.

horse is fast taking his position in the United States as a commercial necessity.

In the last eleven years, the value of horses in the United States has risen from six hundred million to two billion five hundred million, or about 305 per cent.

At the outbreak of the war we only had in

Work Horse Parade Association. We are proud to say that the first Work Horse Parade in the United States was held in Boston and we believe this yearly coming together and showing of horses has interested the owners, managers or caretakers, more than anything else could have done.



The Boston Work Horse Parade Association has taken another step for the benefit of the horse, namely stable inspection. You will be surprised and owners themselves are very much surprised to find the actual condition of their stables through this inspection. It is one of the greatest steps towards adding to the financial welfare of the owners as well as to the comfort of the horse.

The following statistics of the stable inspection are interesting:

Stables in which horses are watered at night after eating their hay, also bedded during the day.....	30
Stables in which they are watered at night but not bedded in the daytime.....	42
Stables in which they are bedded in the daytime but not watered at night.....	27
Stables in which they are neither watered at night or bedded during the day.....	36
Stables as to which the information was considered untrustworthy .....	22

This will give a little idea of how people are caring for their own interests.

The following will show you how some concerns dispose of their horses:

We find by investigation that in seventy-six concerns interviewed sixteen of them sell their horses while still comparatively young and the remaining sixty are classified as follows:

Concerns which never sell a horse below \$75.00 .....	1
Concerns which never sell a horse below \$50.00 .....	5
Concerns which put worn-out horses on their own or carefully selected farms...	15
Concerns exercising care regarding whom they sell to .....	16
Concerns which keep old horses until their condition is such that they must be killed,	14
Concerns which kill their horses when no longer fit for the work required of them,	14
Concerns which sell to the first comer....	11

One very important thing in connection with this stable inspection is to see that horses are

watered at night, after they have eaten their hay and grain and are rested after coming in from their day's work, also see that they are bedded holidays and Sundays, or other days when they are in the stable.

### THE "NEVERFALL" GRIP CUSHION HORSE SHOE PADS.

In the "NEVERFALL" GRIP CUSHION HORSE-SHOE PADS, the principle of the grip as an anti-slipping device, is preserved, but the bad features of former devices have been entirely eliminated in the following manner: To protect the frog from becoming bruised from the pressure being thrown upon it, a special rubber cushion, containing grooves, which keeps our grips in place, has been provided. This rubber pad is made from a superior quality of rubber, and constructed on lines which experience and exhaustive trials have proven to be scientifically correct.

No part of the grips extend beyond the bottom of the hoof or come in contact with the frog, the heavy rubber pad intervening and thus protecting the frog from becoming bruised.

There is absolutely no contact of chain, rope, or leather strap, or any other device, with the tender part of the horse's hoof. The Grip Cushion Pad is always *under* the hoof; hence no chance for calking and chafing; in fact, all chance of injury to the horse from falling, is positively eliminated. The device is constructed with a plunger, which makes it absolutely impossible for the snow to ball under the horse's foot, or for any foreign matter to collect.

If it is desired to let the horse work on the rubber pads alone the grips may be removed in a minute, leaving the rubber pads, however, in a condition where, when occasion arises, they may be replaced in the same length of time.

The grooves, which are molded into the rubber pads, prevent the grips from slipping or moving sideways, and do away with the rocking motion of the horse's foot (which is so prevalent in other so-called non-slipping devices). This assures a safe footing and gives the horse confidence.

It follows, that whereas all other non-slipping devices are intended to be worn during the winter season only, "NEVERFALL" GRIP CUSHION HORSESHOE PADS may be worn at all times and seasons, and in all kinds of weather.

Horses equipped with this appliance are capable of doing more and better work than if allowed to go on smooth shoes or shoes provided with shorp calks.

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## THE HUMANE TREATMENT OF THE HORSE

By George Foster Howell.

Looking at the subject of this article from a purely cold, unsentimental, selfish standpoint and leaving out entirely the question of ethics, the man who treats his horse kindly is the man that will, in the long run, derive the greatest benefit financially, as his horse will be capable of doing more work and will last longer than the animal that has been neglected and ill used. In Greater New York we have a vast army of about 150,000 horses, the great majority of which are "bread-winners," that is they are used for commercial purposes, as the riding and pleasure driving horse is becoming rapidly superseded by the automobile. I am really pained to have to say that in no city of the United States are horses so cruelly treated as they are right here in this great metropolis. One would naturally suppose that a horse that was earning money for his owner and a livelihood for his driver would be treated with the utmost consideration and kindness, if for no other reason, many of the men who now live off the earnings of horses are utterly incapable of earning a living in any other way, yet notwithstanding all that, the owners and drivers frequently half-feed and overwork the poor, helpless creatures.

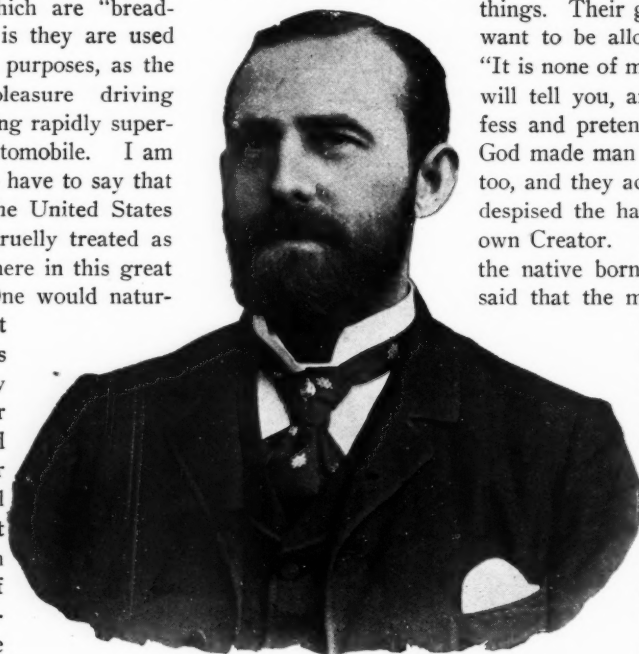
One cannot walk a half mile in any direction in Manhattan without both seeing and hearing sights and sounds of cruelty to horses, and one can scarcely go a block without seeing evidences of the spirit of unkindness that pre-

vails among the drivers, all of which seems to prove that some men are not as good as the animals they are masters over, for if there is one patient, willing brute on the earth it is the horse. Of course, men who go through life with their eyes and ears closed to the sights of misery, suffering and distress that are all around them, never see one single solitary case of cruelty to animals, simply because they do not want to see, or even hear of such things.

Their guilty consciences want to be allowed to slumber.

"It is none of my business," they will tell you, and yet they profess and pretend to believe that God made man and the animals, too, and they act as though they despised the handiwork of their own Creator. To the honor of the native born American be it said that the most of the cases

of cruelty to horses are enacted by men of foreign birth, and that fact leads to the thought that we need humane education as a part of the curriculum of our public schools, so that the ignorant children of



George Foster Howell.

our foreign population may be taught the gospel of kindness to animals. Notwithstanding the activity (or rather lack of activity) of the American Society for the Prevention of Cruelty to Animals, of New York, cruelty to horses goes on year after year and seems to be growing worse all the time instead of better, and I earnestly believe that this condition of affairs is largely due to the fact that there does not seem to be in the Society, among its

officers and employes, one really live, earnest man whose heart and soul are on fire with love for the defenseless brute creation. Such a man was the founder of the Society, but since his death in the great blizzard of 1888, there has not been one man who could fill his place. The mantle of the late Henry Bergh fell upon the ground when he died, as there were no shoulders broad enough, and noble enough for it to fall upon. There was only one Henry Bergh and there never will be another. Only one man in these whole United States has ever come up to the standard of Henry Bergh as an officer of an eastern humane organization, and that man was the late George T. Angell, the great New England humanitarian and philanthropist. Mr. Angell's successor is a grand, noble man, but time alone will tell how great a humanitarian he will be.

One of the best means to be employed in protecting animals from cruelty is by teaching children to be humane and kind not only to animals but to the birds of the air, as well as the beasts of the field. Parents ought not to depend upon the schools to do that, they ought to begin at the home, when the child is still very young and its tender mind receptive to good influences. Another way, is to obtain the friendship and co-operation of the police department and of the patrolmen—every member of the force, both mounted and on foot—and that is what the Massachusetts Society for the Prevention of Cruelty to Animals has done most successfully and effectively. And they have accomplished this by sending every member of the Boston Police Department—the officers and men alike—a copy of their monthly publication "Our Dumb Animals." I heartily recommend this course to the humane societies and to the humane people of every city and town of importance in the United States. It is a very cheap and effective way of influencing men to protect animals, and is well worth trying, for if the policemen themselves do not read the paper their wives and children will.

During a recent trip to Boston I was agreeably surprised to see, or rather not to see, a single horse with a muzzle on, and I ascribe that condition to the fact that the late George T. Angell began forty or more years ago to teach and preach the gospel of humanity to animals, and largely as a result of his long ago work, Boston horses have been so well treated that not one of them that I saw was fitted with a muzzle. Horses are often made cross and sometimes almost vicious by boys, stablemen and drivers pinching them in fun. The horse does not see the fun, and in a while he becomes positively ill natured and sometimes vicious because of this and other similar unkind treatment.

Team owners would do well to drop into their stables occasionally, at unexpected times, and see what is going on there. If there are welts on your horse's body you know that the animal has been whipped or beaten. There is no way of concealing the welt left by a blow from a whip. Time alone will conceal the record of that act of cruelty and it takes from four to 14 hours for the welt to disappear.

We often hear people say, and rightly, too: "So and so is crazy about children." Did you ever hear anyone say: "So and so is crazy about animals?"

The moving picture shows could do a great work for the cause of animal protection, if they would show pictures of animals living under both humane conditions and inhumane conditions.

In erecting new watering troughs for horses be sure to copy the Boston model and not the New York model. The troughs in the "Hub" are all high enough so that the driver does not have to get down off his seat to unfasten the check rein. Many a poor, thirsty horse has been deprived of a drink on a hot day because the driver was simply too lazy to get down off his seat to slack up the check rein.

Never keep a horse's head checked high, as it causes the animal great discomfort and sometimes misery and pain. Let him have

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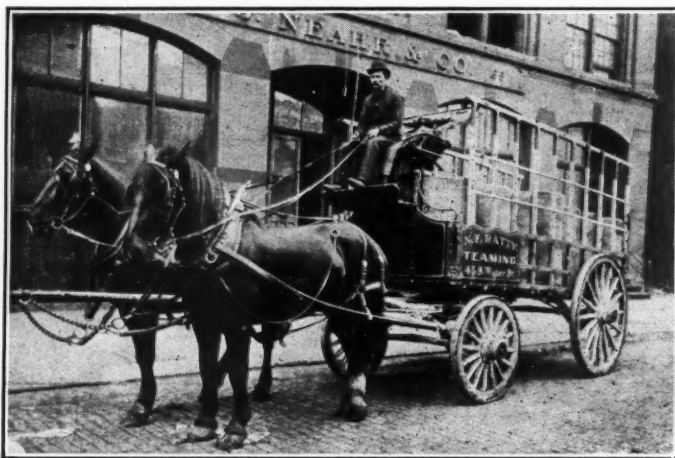
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his head free, or better still do away with the check rein.

Teach horses to travel and work without blinders. The latter are useless and are the heirloom of a foolish notion that horses cannot

out blinders, so why should this relic of by-gone days be continued?

Look into your stable before the darkness of another night has set in, and see if your horse can be quickly unhitched in case of fire.



These two Chicago teaming outfits are owned by N. F. Ratty, the well known Chicago team owner, who has been an attendant at most of the National Conventions and is president of the Chicago Carting Club.

be driven unless their eyes are covered at the sides. Do away with blinders and your horse will soon become accustomed to being without them. Thousands of horses are driven with-

Over 50,000 horses have been burned to death in this country in the past 20 years because they could not be unhitched from their stalls quickly when fire broke out. Throw a blan-



ket or a bag over the horse's head and he can be led through the flames to safety in nine cases out of ten, if his halter can be got off instantly.

Treat your horse as you would treat a gentleman. Put yourself in his place. Suppose you were dumb and could not make known your wants, how would you like to be treated by those who were not dumb and could make known that they had a toothache, for instance.

Nail up in every stable a copy of "The Horse's Prayer to his Master." Place in the hands of every owner and driver a copy of "Black Beauty," the Uncle Tom's Cabin of the horse. Give the book to every boy and girl that will take the time to read it. This remarkable book has had a circulation of over 3,000,000 copies and is published at 10 cents per copy, (which is less than the printing and mailing cost), by the American Humane Education Society of Boston.

Have a horse parade once a year in every city and town of importance, and in the case of the drivers who are not prize winners a copy for a year, of THE TEAM OWNERS REVIEW. Let the team owners' organizations pay for THE REVIEW and send it to the drivers whose horses deserve "honorable mention."

Never amputate a horse's tail; it is unlawful to do so, and is one of the worst forms of cruelty practiced upon defenceless dumb animals. The agony of having the tail cut off is bad enough, but the horse is ever after doomed to the greatest misery that any one can imagine who has been tormented by flies and mosquitoes and poisonous insects, and has no means of brushing them off his face or body. I have watched a carriage horse stamp one of his feet every 20 seconds for an hour. That multiplied by 16 hours a day (daylight in midsummer) means that the unfortunate animal has stamped his feet the enormous number of 2,800 times a day. That in itself is enough to tire and wear out any horse. How long will men continue to be so unprincipled and dishonest as to take from a poor dumb brute the only protection it has against flies and insects? I firmly believe that hell is not good enough for the men who do such things.

It is mean, contemptible, dishonest, unmanly and everything else that is bad and wicked, this docking of horses' tails, and I go on record unqualifiedly as opposed to the heinous practice and denounce it with all my power of vehemence.

We owe much to the horse. Were it not for him our large office buildings and our great ships could hardly have been built, as it was he who hauled the big, heavy girders, iron plates and other structural work that go into a modern commercial building and a ship. Had it not been for him, the Pyramids of Egypt never could have been built, as it was he who drew the massive stones, weighing many tons, and which could not have been transported by man.

Horses are not deaf, so do not shout at them. Neither are they blind. Their hearing and sight is just as keen as ours, and very often keener, as they frequently see and hear things long before we can see and hear them.

Never jerk the reins. It makes the horse's tender mouth sore and as an aftermath makes his mouth so inflamed that he cannot eat his food properly and comfortably.

Axle grease is cheap, so do not wait until your axle gets dry before giving it grease. Besides it injures the axle to let it get dry, and makes double and treble work for your horse.

When you see a horse cruelly treated call a policeman and have the driver arrested. The humane laws of nearly all the States make it obligatory upon the policeman to arrest the offender, after a citizen has made a complaint to him.

Treat an old horse as kindly and considerately as you would an aged man or woman, and do not expect them to "get up" as you would a two-year old. Their bones, muscles and joints become stiff, just the same as yours will if you live long enough. Always be doubly kind to a poor old horse. Treat him as you would like to be treated if you were old enough to be a great-grandfather.

When a dog is beaten or kicked he yelps and howls so loudly that oftentimes whole neighborhoods have been aroused and the cause

of his pain has been meted out proper, summary punishment. If the horses of New York were only given the power of speech for one day this great city would ring with the cries of beaten and abused horses, but the cruelty goes on because the poor animals are utterly dumb and unable to give audible expression to their pain.

It ought to be unlawful to drive a blind or lame horse, or a horse that has deformed feet, faster than a walk, and it also ought to be made a misdemeanor punishable by fine or imprisonment to allow a horse to stand in the street unblanketed when the thermometer drops below 35 degrees Fahrenheit.

In snowy weather drivers should always carry a bucket of ashes to place under the horse's feet in the event of his being "stalled." A galvanized iron bucket also should be carried, winter and summer, to give the horse a drink of fresh, clean water. Any housewife would gladly fill the bucket with water from her kitchen faucet.

If this article becomes the means of changing the attitude (in a humane direction, of course), of even one team owner toward his horse, I shall feel that the days and nights of earnest thought and study that the writer have put into it were not wasted, but that good has been done and I have accomplished one more meritorious deed before being called to "the sleep that knows no waking," and which ends all our earthly activities.

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Jimmy—Induce the enemy to go up in 'em, ma'm.—*Puck*.

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### AMONG THE ASSOCIATIONS

In the following columns we are printing historical sketches of some of the local team owners' associations from various cities of the country. We applied to all the associations in existence for similar articles, and that we do not present them all is not our fault, but because we did not receive them. For this we are very sorry. We presume, however, that the secretaries to whom we wrote, and who did not comply with our request were too busy to give the matter their attention.

Our object in presenting this matter is to show the different team owners' associations what their sister organizations have been and are doing. We are quite certain that in many of these articles some of the local associations will find helpful hints and suggestions, which it may be of advantage to them to apply to their local conditions.

Then again we are hopeful that these articles when read by team owners in places where there is no organization, or perhaps a weak one, will show them the need and benefit of organization and urge them on to fresh and doubly vigorous efforts.

At last, however, we believe that every team owner in this country who reads these articles will realize the wonderful progress that has been made in this business, and that the teaming trade is no longer what it was years ago, but it has taken rank with other recognized, respected and influential associations of business men throughout the country.

#### *The First Convention and Some Others.*

Yes, we look back to those first days at St. Louis with pleasant memories. The call for a National convention had been accepted. The June rise of the Mississippi was on, the river being 30 feet above normal, and our train was held up outside of the city with the water almost covering the tracks of the Illinois Central. Finally reaching the city, the St. Louisans greeted us with extended arms, and the Lindell Hotel opened its hospitable doors. That afternoon we went over to East St. Louis, where bags were being piled up to keep the water back and switching engines doing what they

could before the water reached their fire boxes. Monday morning, June the 8th, 1903, Chairman Meyers of the St. Louis Association called the convention to order, and Messrs. Tansey, Allen, Hensler and Mucherman welcomed the delegates. Mr. Heinrichs addressed the meeting on the subject of "National Organization." McCarthy of New York was chosen temporary chairman, and Taft of Chicago temporary secretary. There were 62 present and here are some of the names: O'Brien, Jansen, Pagenkemper, Hensler, Selkirk, Betts and many others of the entertaining organization; Johanning and Jones of Toledo, Moore, Gabrylowitz, Tilton, Jamison and six others from Philadelphia; Babcock, Cameron and four more from Minneapolis; McCarthy and Ertz from New York; Heinrichs and Young from Pittsburgh; Martin and Love from Buffalo; Gerold and others from East St. Louis; Stockton, O'Herron, Cavanaugh, Probst, Jackson and others from Chicago; Renner from San Francisco; Knight, Breen and Bowlby from Boston.

Not to go into details about permanent officers, by-laws and many other things, these papers were read: "Co-operation," G. W. Wadlow; "Perfect Organization," J. C. O'Brien; "Advantages of Organization," R. G. Martin; "A Successful Team Owner," George Renner; "A Team Owner and Driver," George A. Probst; "A Work Horse Parade," J. C. Bowlby.

The flood prevented the carrying out of plans of visiting the railroads, but on the third day the convention members and friends took an excursion to the Annheuser-Busch brewery, where the mammoth plant was looked over and a fine luncheon enjoyed. From the tower, as far as the eye could see the country was inundated, so that only the upper parts of buildings were visible. The tops of trees and freight trains were completely submerged. From the brewery the World's Fair Grounds were visited, and the entire party was photographed. Will we ever forget the trip? Never! There was O'Brien, the embodiment of good nature; Meyers every alert to see that all the details were looked after; Smiling Pagenkemper with the big box of cigars under his arm. Every St. Louis man was eager to see that every guest had a good time. Then when the business had been transacted, regular officers elected, and the convention adjourned—some had to go home before the elegant banquet—but what a time getting up the river to Alton, for no trains could run out of St. Louis. When the steamer cast off, swinging into the swift current and passed under the middle arch of the Eads bridge, there were but a few feet of space from the top of the funnel to the structure. Merchandise, mail matter, all the steamer could carry. Looking to see what some of our party were sitting on it was found to be a casket, for at that time we were on the freight

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deck. Breen got so excited when the steamer funnels were lobbed over to go under one of the bridges, not being on to the scheme and thinking a catastrophe was impending, jumped up to shout to the captain, but was restrained and assured that everything was all right. We all had the laugh on him, but he said two hours later the thrill had not left him yet.

At Alton several trains were waiting, and bidding good-bye to the Father of Waters, with many happy thoughts of our royal entertainment in St. Louis, we sped away to Pittsburgh and "way" East.

\* \* \*

Philadelphia gave us a good time, for the team owners in that live city don't do things by halves. The second Monday in June found the delegates assembling at the Hotel Hanover, where at the appointed time President McCarthy called the second National convention to order. The review of the first year's work showed the organization had made a good record. The freight terminals were visited. A delightful ride through Fairmount Park gave much enjoyment. A fine time we had at Willow Grove Park. The trip to Atlantic City was the time when everybody was happy. Glorious day, Atlantic City bedecked with bunting, celebrating a natal day anniversary. Fine luncheon and our hosts doing everything they could do. What with choice music, seeing the sights, strolling the long boardwalk, the day was a feast of good things from start to finish.

The finale came at the second annual banquet at the Hotel Hanover. Anything that Kilmurray, Gabrylowitz, Murphy, Marks, Cummins, Moraan, Tilton, McDermott, Moore, Dorney and Richardson take hold of is bound to be a success, and this was no exception.

With a choice menu and fine after-dinner speeches the convention was brought to an end.

\* \* \*

The Chicago meeting stands out distinctly, for a strike was on during the third convention, and everyone remembers how it seemed to see teams with policemen riding with the drivers and fire arms in sight. Chicago team owners don't let anything phase them, however, and although some of them had to leave the convention and unload teams, the convention went merrily on, and business was handled with dispatch. Every arrangement made for the entertainment and comfort of all the delegates was looked after, and the Great Northern Hotel was a good place to hold the convention. Many of the delegates of former years were there. But we missed our cordial friend Renner of San Francisco. As a compensation for this loss, however, we had with us the genial Westheimer from Houston, Texas, and he was so pleased with his reception that he asked the privilege of the floor to express his thanks. The after-

noon at the Horse Mart, the excursion to stock yards and elegant spread given by the Swifts, the trip through the underground tunnel, theater party, the White City show, gave one continual round of enjoyment, while not neglecting the business end of the convention. The third annual banquet was handled in a way reflecting great credit upon those in charge. Mr. Terrell as toastmaster stands in the front rank of past masters at that difficult task. With a spread of dainties to please the most fastidious, choice music and readings together with speeches from Chicago's representative business men, Mr. Knight, the newly elected president, and other prominent team owners, the third convention on June 15, 1905, came to a close.


\* \* \*

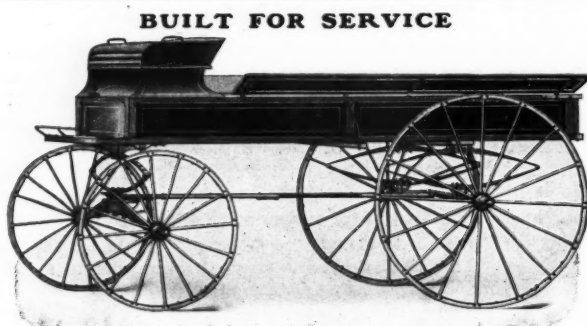
Hotel Cadillac made a good headquarters, and the New York Association did not intend to be outdone by other cities, and so McCarthy, Goldberg, Hunter and their efficient corps of workers left nothing to be desired. Everything was handled systematically. The Official Bulletin was a new feature, and the finest thing in its completeness yet attempted. From the call to order and address of welcome by President Goldberg of the New York Association to the last speech at the sumptuous banquet on the night of June the 10th, 1906, the New York Convention was handled, business and entertainment, in the most approved fashion. President Knight had his annual report dealing with the year's work printed and distributed. Many of the old guard were present as delegates. Boston contributed several new faces. Philadelphia, as usual, made a big showing. The New York team owners and their wives know just how to do things, and how well we do remember Mr. and Mrs. Wilks—always looking out to make everyone happy, and always succeeding.

What with theater party, trip to Chinatown, coming up Broadway, past Cooper Institute with its illuminated clock at one A. M., Luna Park and Dreamland, there was no point left uncovered. The New York Association covered itself with glory. Westheimer and his charming wife—do you remember the Texas Jasmine? Lack of space forbids elaborating, but the papers and addresses at this convention were the best ever, and President Knight and his officers went home tired, but happy, because the New York people had done so much to make the convention a success.

\* \* \*

People like to come to Boston, because there are so many things to see of historic interest. So when the seventh convention was slated for the Bean City, a goodly number came. With visits to Bunker Hill, Harvard University, Old State House, Faneuil Hall, Old South Church and other places, there were attractions for every American.

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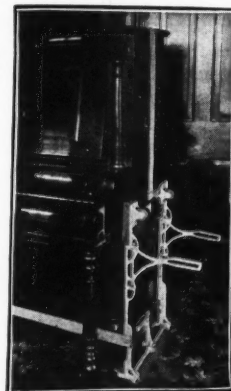
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The convention headquarters, The Revere House, is historic, too. When the late King Edward was Prince of Wales, he put up at this hotel. The golden service, used at the banquet, the last night at the Boston convention, was used on the occasion of the Prince's visit. The cities showed up well as regards delegates, many of whom brought their wives, and the committees tried to make all enjoy themselves. But the celebrated East wind, that usually tempers the heat, went on strike, and Boston sweltered during the convention. President Moore dispatched the work. Important matters were discussed. The ladies were taken in automobiles through the metropolitan park system, and on the last day a big company went down the harbor into Massachusetts Bay on the Eastern Steamship Company's steamer, Dingley. At the theater party there was plenty of fun, because of the hits on Tevis, Bray and others. Chairman Quimby, whom to look at is to be happy and smiling, tried his best to have everybody feel glad and he succeeded. He was toastmaster at the banquet. The speeches of Mr. Sayward and Mrs. Weeks were among the best ever listened to.

So much for some of the conventions which I attended. To meet team owners from all over the country has been to the writer a rare privilege.

I make my bow to the editor of THE TEAM OWNERS REVIEW, for it was our friend Heinrichs who first got us together.

BOWLBY.

\*\*\*

#### St. Louis, Mo.

In 1893 a number of truck owners in this city came together and formed the Vehicle Owners Association. The owners of horses and wagons, even the man with a single horse and cart or buggy, was eligible to membership. It lasted about a year and a half. In the meantime it had grown until it had several hundred members. Then factional fights started. Some tried to bring politics into the association, and the inevitable result was disruption. In 1895 the split occurred, and the outcome was the St. Louis Team Owners Association, which has been in existence ever since and has been a prosperous, successful organization. The first president was Fred Michel and H. Heitert was secretary. It had an executive committee, of which the late well known John O'Brien was a member. Subsequently we have had as presidents: George R. Jansen, whom many team owners throughout the country know; Thomas Sanders; Hupp Tevis, who has also been president of the National Association; John O'Brien and Farwell Walton.

The history of our association is a most striking illustration of the fact that organization is of tremendous benefit to the team owner. One of

the first things we did here a number of years ago was to bring about a reduction in the vehicle license as follows: One-horse, from three to two dollars; two-horse, ten to five dollars; three-horse, fifteen to twelve dollars; four-horse, from eighteen to fifteen dollars.

The next important matter our association took up was to induce railroad companies to pave their freight yards. These places were at that time in a most deplorable condition. Our committee made a start with the smallest railroad, which did the least business in St. Louis. The officers of the road received our committee very courteously, but claimed they were hardly doing enough business to go to such an expense. We assured them that paving their freight yards would help to increase their business, and we would aid them. They went ahead. The matter was spoken of in our meetings, and when the paving was done our members shipped as much freight over that road as they could, because it was so much easier to haul into that paved freight yard. What was the result? The other railroads very soon followed the example of the small road, and the consequence was that all the railroad freight yards were paved within a short time.

One of the hardest fought battles our association has been up against, was the wide-tire ordinance. It made its first appearance in our local legislature under the name of the Cummings wide-tire ordinance. We defeated that and for some years the matter remained dormant. Then another similar ordinance was not only introduced, but it passed, and for several years we had the hardest battle imaginable. We raised a fund by subscription and then decided that our largest transfer company take the matter into court and have a test case made of it. Well, we won out, and the Supreme Court decided the wide-tire ordinance unconstitutional. Another effect the termination of this case had, that several subsequent bills affecting the business of the team owner were always presented to our association for approval before acted upon in the legislature.

One of the first water fountains in our city was erected by the St. Louis Humane Society. After that we got busy until we have now a number of public drinking fountains placed throughout the city. Thanks to the vigilance of the local Water Commissioner, with whom we co-operate, these fountains are always maintained in a clean, healthy condition.

Some five years ago we fought the introduction into our city of the creosote wood paving, and while we were not as successful as we hoped to be, there are not many of such streets in St. Louis, and thanks to perfect harmony and an agreeable understanding between our association and the Honorable J. C. Travilla, the street commissioner,

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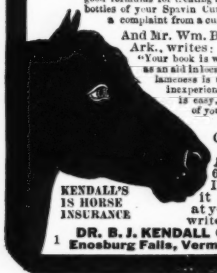
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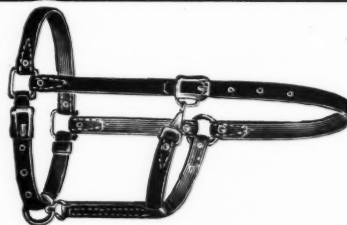
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Two years ago we took up the "One-Dump" system with the railroads. We had a committee appointed with full power to act, and they went about the business in a manner so thorough, that within three months every railroad company entering St. Louis established the "One-Dump" system.

We also receive fair treatment from our local street car company. Whenever any of our members are unfortunate enough to meet with an accident to any of their horses or wagons we take it up with the street car people, and we are always accorded fair treatment. The same is the case when a complaint is made to the street car company about defective roadbed or needful repairs, which is usually immediately attended to.

There are many other matters I might mention which our association has accomplished on behalf of its members, if I were not afraid of taking up too much space in your great issue. Suffice it to say, that our organization is in a good, healthy condition, financially and otherwise, and that our membership is constantly on the increase.

A. J. KUEPFERT, Secretary.

\*\*\*

#### *Boston, Mass.*

The Association was formed on April 11, 1891, by fifty prominent truckmen of this city who considered that some steps should be taken to better the condition of the industry, to promote better feeling among themselves and establish more uniformity in their prices. The considerable advance in the prices of all material that constituted the expenses of the business, together with the knowledge that individual effort to place revenue on a fair basis would be unavailing, largely influenced these gentlemen to seek relief by associated interests.

The wisdom of the plan was soon evidenced in the changed attitude of the transportation companies and the general business public; many evils that had crept into the business, and which it seemed impossible to rectify, were carefully considered and adjusted when it became evident that the trucking business had decided to assume its proper position in the industrial world. Where before the individual had been cajoled and trifled with, the associated interest demanded and received recognition and consideration.

Those truckmen who have not joined the association have never refused to accept the benefits and advantages gained for the whole industry by its efforts and expenditures and are possibly subjects for congratulation in the attaining of the much sought after "something for nothing."

The presidents of the association since it was founded were as follows: Henry C. Knight, 1891-2;

Amos Towle, 1893-4; Augustus A. Rowe, 1895; J. C. Norcross, 1896-7; W. C. Sanders, 1898-9-1900; D. F. Holmes, 1901-2; James C. Bowlby, 1903-4-5; Aubrey Hilliard, 1906-7; Willis C. Bray, 1908-9; Albert C. Flanders, 1910-11.

J. F. STEBBINS, Secretary.

\*\*\*

#### *Philadelphia, Pa.*

Our association was organized on a Sunday, proving the old saying, that "the better the day, the better the deed." This was on June the 22nd, 1902. The first officers were as follows: Jos. Richardson, president; H. C. Moore, vice president; C. J. McDermott, financial secretary; C. Cosgrove, recording secretary.

On December 21, 1902, the following were elected: H. C. Moore, president; J. Gallagher, vice president; C. Gleason, treasurer; Theo. Gabrylewitz, financial secretary; H. Hespell, recording secretary. Executive committee: Jos. Devlin, James McGurk, George L. Tallman.

At our meeting held April 16, 1903, the following were delegated to St. Louis to organize the National Association: H. C. Moore, L. L. Tilton, Jos. Richardson, Theo. Gabrylewitz, D. Hickey. In June, 1903, we formed the National Association and they were instrumental in bringing the second convention to Philadelphia.

List of officers for this year are as follows: Charles J. McDermott, president; M. J. Tracy, vice president; C. Gleason, treasurer; Theo. Gabrylewitz, financial secretary; C. Cosgrove, recording secretary. Executive committee: George Tallman, B. Devine, D. Downs, C. Farrell.

At this writing wish to say that our Association is progressing and stands in good repute, having derived innumerable benefits at the railroads and steamship piers, also received recognition from the city authorities in various matters which we have taken up with them.

THEO. GABRYLEWITZ, Secretary.

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#### *Cincinnati, Ohio.*

Our organization was formed on September 17, 1903. Our first officers were: Samuel Bailey, Jr., who was at that time also president of the Cincinnati Chamber of Commerce, president; J. N. Schipper, vice president; W. J. McDevitt, treasurer; Ed. H. Franz, secretary.

The following year we had some labor trouble, but through the medium of arbitration the matter was adjusted to everybody's satisfaction.

In June, 1905, we sent three members to Chicago to attend the convention of the National Team Owners Association, and acting upon their report when they returned we joined the National body, which has been of great benefit to us.

We have been very successful in getting streets

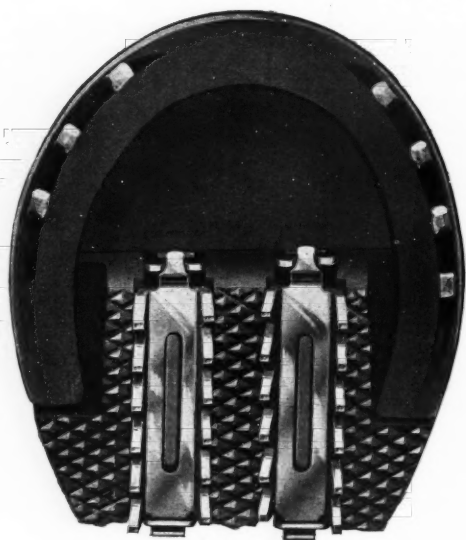


Illustration No. 1—Shows pads equipped with Grips ready for service.

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Are easy to put on, easy to take off, and easy to buy. They prevent all risk of  
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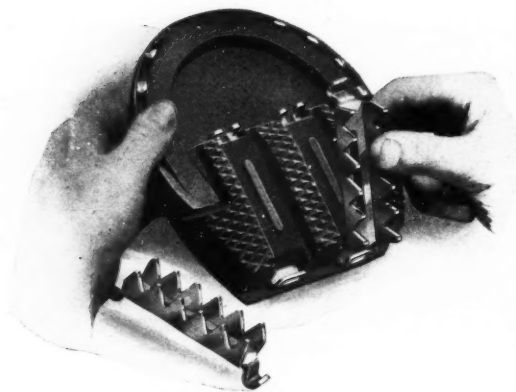


Illustration No. 3—Shows how easily Grips are inserted.

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devised, that they will positively prevent slipping on  
ice or any smooth surface, such as concrete.

Either our Friction Bar, or Metal Grips are available  
in any quantity desired.

For prices and further information inquire of your  
handle them, write us, and we will send you a free sample.

**Agents Wanted Throughout the World**

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# **NEVERFALL HORSE SHOE PAD COMPANY**

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## Slipping, Sliding and Falling.

entirely upon his ability to labor. A slipping, sliding horse cannot labor.

## USHION HORSE SHOE PADS

on a new principle.

nce nor chafe fetlock, pastern or any tendon, for our grips bear **only** on the bottom of the foot.

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cial tempered steel grip, which protects, and thus gives double wear to pad. in a manner, which makes it absolutely impossible for the snow to ball under the y foreign matter to collect.

## USHION HORSE SHOE PADS

risk of losing valuable animals through slipping, sliding and falling, for all of this is le when you use

## USHION HORSE SHOE PADS

a composition especially treated and are so y prevent slipping, sliding or falling on such as asphalt, wet pavements, etc.

Grips, or both, may be procured (extra ones) y desired at small cost.

nquire of your Horseshoer, if he does not we will see that you are supplied.

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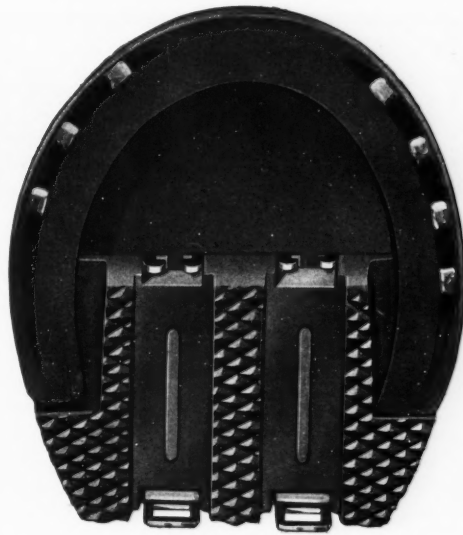
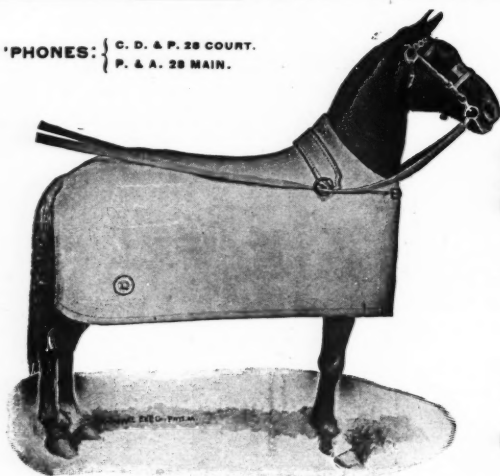


Illustration No. 2—Shows pads without Grips ready for use as an ordinary rubber pad.



Illustration No. 4—Shows our Friction Bars attached to our Metal Grips.

'PHONES: { C. D. & P. 28 COURT.  
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The Original and Only  
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**STAG BRAND WATERPROOF**

**HORSE  
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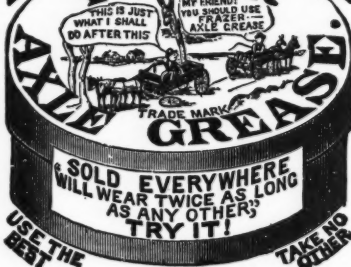
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TO YOUR HORSES  
USE FRAZER'S AXLE GREASE  
AND MAKE IT EASY FOR THEM.**

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Recognized as the **STANDARD Axle Grease**  
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Many Thousand Tubs of this Grease are sold weekly  
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loaded heavy and a saving of both time and money  
is made, one greasing lasting two weeks or longer.  
Ask your dealer for **FRAZER'S** with label on. It saves  
your horse labor and you too.

SOLD EVERYWHERE.

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## No Lame Horses

If You Will Use

**Tuttle's  
Elixir**



Don't neglect the lame or  
blemished leg. Or don't give  
up because other things have  
failed. When you stop to think that there are hun-  
dreds of thousands of horses that have been made  
sound and are kept sound, kept at their hard work  
day in and day out—thanks to Tuttle's Elixir—then  
you will realize that it's time you tried it, too. Let  
us prove to you that it

### CURES

Curb, Splints, Spavin Lameness, Ring-  
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It never fails to locate lameness, and the thou-  
sands who have tried it will tell you that it makes  
the finest leg and body wash they ever used.  
Send for the proofs. We want you to know also  
of the remarkable curative powers of Tuttle's Worm  
Powders, Tuttle's Condition Powders, and Tuttle's  
Hoot Ointment. Your dealer sells Tuttle's remedies.  
If not, send us his name and \$50. in stamps and  
we will send a large size bottle prepaid. Don't exper-  
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**FREE "Veterinary Experience,"** a  
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improved, bettering the conditions around the railroads and promoting a more social and friendly feeling among the team owners in this city.

We now have 66 members in good standing and have a flourishing treasury. Our present officers are: J. Charles Schroeder, president; C. Broeer, vice president; John Clark, vice president; W. J. McDevitt, treasurer, and

Ed. H. FRANZ, Secretary.

\* \* \*

#### *Grand Rapids, Mich.*

The Team Owners Association of Grand Rapids was organized March 4, 1904, with M. A. Gelock, president; C. E. Hogadone, vice president, and the writer secretary and treasurer. Mr. Hogadone was in the livery business, but after two years' experience, a livery men's association was formed and the team owners elected Mr. Thomas Helmus as vice president in place of Mr. Hogadone. Since then the same officers have held their respective positions until October 4, 1911, at which time Mr. Harry Wells was added as second vice-president.

Our association meets the first Wednesday in each month, and of course "it is to the interest of every firm to attend," and if team owners cannot devote one evening out of each month to their business, it is of little value. Here in Grand Rapids, we are "mostly members of the Employers Association," and they send us extra men during rush times without any charges whatever except our membership dues.

There is no question but what every city should have a Team Owners Association, for the city council and other interested parties would simply crush a man who applied for or objected to anything personally, while when anyone backed by an association makes a request, it is either granted or they are told the reason why it could not be in a courteous manner, and if we started to enumerate the many benefits we have derived from being associated together since 1904, it would indeed "fill a book."

Our dues are but \$1.00 per year and our monthly meetings are held at the different team owners' offices in the nature of smokers, thus saving us rent, etc., and every host provides the cigars. Any special things are met by subscription, as for instance, when our worthy president, Martin Gelock was sent to the Kansas City Convention last summer.

At the regular monthly meeting of the Team Owners Association held at Radcliffe & Company's office Wednesday, December 13, one week later than usual owing to the storage men's convention in Chicago on the 6th, the wholesale price of moving pianos was raised about one-third, and as it

has been away below reason for many years, we are certain there will be no objection to same.

We had a very enthusiastic smoker meeting and it was largely attended, some of the enthusiasm being caused by our objections to the city council in regard to obnoxious amendments to the vehicle ordinance being killed.

One member who was supposed to have cut prices on a city job gave a satisfactory explanation and the other member who supposed he had cut, felt much better.

Awaiting eagerly your anniversary issue, which we trust will bring you the good results your efforts surely merit,

EVERETT M. RADCLIFFE, Secretary.

\* \* \*

#### *Trenton, N. J.*

During the months of December, 1906, and January, 1907, some of our principal team owners, by holding a few informal meetings, decided upon the betterment of conditions in the teaming and contracting business, both by raising the scale of wages and also the standing of the men engaged in the business, in the commercial world. This resulted in a formal meeting on February 8, 1907, in the Ribsam building in this city, at which an organization was effected, as follows: Peter H. Dolan, president; Charles D. Ginder, vice president; W. S. D'Arcy, secretary; Col. Michael Hurley, treasurer. It was decided to hold weekly meetings, at least for a time, to perfect the organization.

Large and handsome headquarters were secured, and the work of building up and organizing was diligently pushed by our energetic president.

As quickly as possible a committee waited upon the Mercer County authorities, and in a business-like manner convinced them of the necessity of adopting our new scale of hire, which I am pleased to say was readily done.

In a like manner our committee on City affairs scored a notable victory in the same direction.

After this the path of our association was rosy. Applications for membership came in fast. The general public even became attracted by the young giant, which had arisen. To emphasize this fact further we inaugurated a work horse parade, which also proved an unqualified success.

At this time we had our attention drawn to the National Association. In 1908 President Dolan and Mr. James Ross went as our delegates to the Buffalo Convention, and as a result we joined the National body soon thereafter.

We have been at all times actively interested in all movements of a civil nature and for the public good. We have contributed freely to all charitable purposes.

The social side has not been neglected, and we

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GREATEST AND SAFEST DEVICE  
EVER INVENTED

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**Hoisting Pianos, Safes, Etc.**

ALSO

**Piano Lifting Belts, Piano Covers,  
Pulley Blocks, Plymouth Rope,  
Piano Slide Trucks.**

ALL KINDS OF

**Safe, Piano and Machinery Movers  
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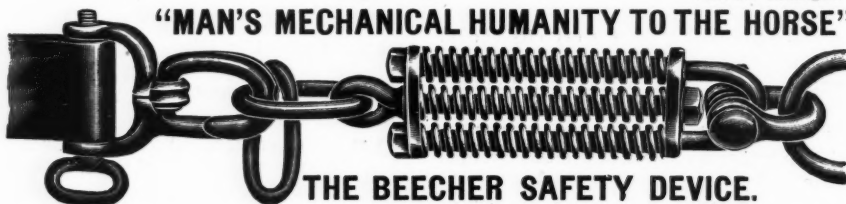
**Wm. H. Breen,** BOSTON,  
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**Beecher Draft Spring Co.,**

**New Haven, Conn.**

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**"MAN'S MECHANICAL HUMANITY TO THE HORSE"**



**THE BEECHER SAFETY DEVICE.**

CONVENIENT, DURABLE,  
PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop

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**ST. LOUIS, MISSOURI,**

Agents For All Railroads Terminating at East St. Louis and St. Louis.

GENERAL RECEIVERS AND FORWARDERS,

RECONSIGNMENT AND DISTRIBUTING AGENTS,

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G. J. TANSEY, PRESIDENT AND GENERAL MANAGER.

have held numerous affairs that were attended by state, county and city officials, as well as by the most prominent men in our business. In our five years' effort we have gathered what was formerly a disorganized business, working for the scant wage of \$3.50 to \$4.00 per day per team, without any standing, and have welded it into a solid body, all working for the welfare of each other. In a word, our history has been one of progress, of a financial, numerical and intellectual nature. The aim of the association has been for conservatism, and in this we have been justified. The membership has remained at a satisfactory figure and will compare favorably with any in the National Association.

Our history has been one of practical usefulness and to-day our reputation ranks with that of any similar organization in this city.

Our team hire is at present \$6.00 per day per team.

Much of the credit for the good accomplished is due to our energetic president, who has held the office since our organization, a position which the members will not let him relinquish. He recently went to Princeton, and succeeded in the formation of team organization there.

W. S. D'ARCY, Secretary.

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#### Queen City.

The Queen City Team Owners Association of Buffalo, N. Y., was organized May 6, 1909, with sixty-four charter members, who elected Mr. W. W. Stage, president; Mr. E. Schier, vice president; Mr. F. J. Clyde, secretary; Mr. J. L. Weigand, treasurer. Secretary Clyde resigned office June 9, 1909, at which time Mr. M. F. Davis was appointed to fill the vacancy, and with the other officers named has held office continuously to present time.

A campaign of education was commenced among the members immediately on organization and is carried on continuously, with the result that our members are earning more money per horse per day than ever in the history of the teaming business in this city.

Hours of labor have been reduced, prices of work have been raised, the spirit of good fellowship has been inculcated, business interests of each other have been protected, traffic regulations have been modified to our benefit, and the welfare of team owners in every way bettered by association.

The annual banquet of our association we endeavor to make exceptionally agreeable and on these occasions are favored with the presence of some of our National officers and associates from other teaming bodies.

M. F. DAVIS, Secretary.

#### Fort Worth, Texas.

Our Association was organized in March, 1911, with J. W. Collins, president, and W. J. Binyon, Jr., secretary, and about fifteen members, representing the leading transfer companies of Ft. Worth.

The Association has not accomplished much during the last two months, owing to the extreme hot weather and the absence of some of the members from the city. However, the organization expects to do good work for the next few months in the way of getting better facilities and methods of handling freight by the various railroads.

W. J. BINYON, JR., Secretary.

\*\*\*

#### Cleveland, Ohio.

Our association is getting along very nicely. Our membership is at present 72 and the prospects for growing still more were never brighter. On December the 8th we held a "Pedro Party," which proved a great success. The attendance was quite large. On the 30th of January next we shall celebrate our Seventh Annual Ball, to which all members of the National and local associations are cordially invited.

At our next meeting we shall hold the election of officers for the ensuing year. Members for the committees on "Watering Trough," "Railroads," "Streets," "Socials" and "Grievances," will also be appointed on that occasion.

C. F. BECKER, Secretary.

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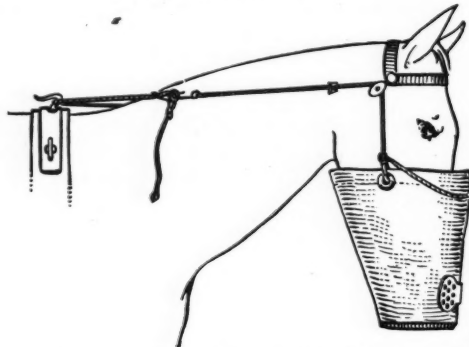
#### Kansas City, Mo.

The Kansas City Team Owners held their regular monthly meeting Thursday evening, December 7th. There was a good attendance, as it was the date of the election of officers for the ensuing year. The result of the election was: President, H. P. Thomson; first vice president, W. S. Pontius; second vice president, G. W. Carpenter; secretary, C. E. Wayne; treasurer, D. T. Hobbs. The election was a very quiet one, the above selections being made without opposition, which resulted in the unanimous election of each officer.

The report of the committee selected to meet with like committee from the Freight Agents' Association to adopt a plan of identification of teamsters at the freight depots reported the adoption of the plan that our committee was instructed to work, namely, the driver's daily sheet, when properly dated and signed by an officer of the company to be the identification card.

The fourth annual ball of our association was held at the New Casino Saturday evening, November 25th. A good sized crowd was present who thoroughly enjoyed themselves, especially during the intermission, when our luncheon committee

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## HUDSON'S AUTOMATIC FEEDER OR FEED BAG ATTACHMENT.

At last your Horse can Eat while in Harness as comfortably as in the Stable.

Pays for Itself Each Week in the Saving of Feed.

**No Waste of Feed.** When the horse reaches for the feed, the bag rises automatically, and he can reach the last mouthful as easily as the first.

**Horse will not Throw His Head;** therefore will not waste the feed, and is better fed.

**Don't Need to Buy New Bags.** The Automatic Feeder can be instantly attached to any style of feed bag.

**Less Trouble than the Old-Fashioned Rope.**

**Saves Wear and Tear on Bag** because it hangs free, and does not come in contact with anything while in use.

**CONVENIENT ATTACHMENT FOR HANGING UNDER WAGON.**

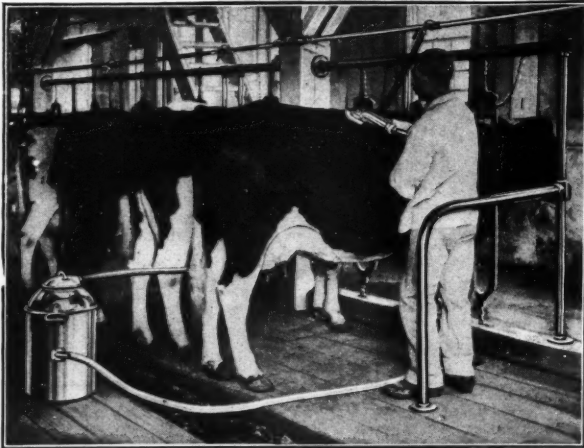
**A Common Sense Argument.** 20% of all feed placed in feed bags is wasted, which means you are either feeding 20% more than is necessary, or your horses are getting 20% less than they should have. **Which is True in Your Case?**

**Our Automatic Feeder** positively eliminates all waste of feed, therefore saves 20% of the feed bill. **Think it over.**

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AGENTS WANTED THROUGHOUT THE COUNTRY.



## The Beach-Russ (Patented) Vacuum Horse and Cattle Cleaner

Makes your stable sanitary and up-to-date. The general condition of your **Horse is improved**, keeping the skin free from scurvy and similar disease. **The Beach-Russ Horse Vacuum Cleaner** does the work **quicker** and 50 per cent. better than is possible by the old fashioned way. The hair and dirt is drawn through our patented alluminum vaccomb through the hose and is caught in the dust separator so that no dirt gets in the vacuum pump. The pump and separator can be placed anywhere, and piping can easily be run to where you wish to clean the horses. With our **patented alluminum vaccomb**, a high degree of vacuum is obtained

without causing vaccomb to be sucked down to the hide of the horse, at same time giving the coat a glossy appearance. You can't afford to be without this outfit. We have made vacuum pumps and vacuum apparatus for the past 15 years, so you are sure of getting the best if you order ours.

Write for catalogue and list of prominent users.

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**BEACH-RUSS COMPANY,**

182 West St. and 55-57-59 Green St., BOROUGH OF BROOKLYN, NEW YORK CITY.



served every one with sandwiches, doughnuts, cider, etc. Several members of the Freight Agents' Association were present as guests of our association.

Business is just a little quiet at present, but nothing more than is expected at this season of the year.

The Kansas City Team Owners extend the other associations their hearty greetings and wish them all success the coming year.

C. E. WAYNE, Secretary.

\* \* \*

#### Minneapolis, Minn.

The Draymen's Protective Association of Minneapolis was formed on the 22d day of March, 1901, at which meeting the following persons were present: Carlisle Cameron, P. F. Dubay, F. R. Powers, H. H. Chamberlain, L. M. Chamberlain, Herman Lenz, D. Quinn, John Benz, F. H. Armstrong, Peter Johnson, H. E. Eustis and Frank Lampson.

An organization was formed, Mr. Cameron being elected temporary president and Mr. Frederick Lyon secretary. Mr. Armstrong became the first president.

Rules and regulations and articles of organization were quickly adopted, plans for assisting each other in a business way were established, regular days of meeting were decided upon and from this small beginning the Draymen's Protective Association of Minneapolis has developed until to-day there are thirty-eight firms as regular members in good standing.

Of those present at the first meeting all are still members, except the following: P. F. Dubay and Peter Johnson have gone out of the transfer business; Mr. Powers resigned shortly after the organization started. Only one of the transfer firms belonging to the association during the last ten years has failed, and of those ever belonging to the association only about ten have ceased to be members of the association, and most of these have dropped out by reason of going out of business into some other line of occupation.

Our association has been instrumental in looking after matters of state legislation, having advocated and assisted in getting compensation for the destruction by the state of glandered horses; we have obtained improvements in the city paving, street repairs, an ordinance prohibiting the use of salt on the street car tracks; we keep in touch

with the Humane Society; we are ready to test obnoxious, and what we believe, improper laws.

For a number of years the association has given an annual winter party to its members and their office help, their wives and sweet hearts.

The present officers of the association are: President, George R. Turner; vice president, Walter Stanchfield; treasurer, John Benz, secretary, W. H. Babcock. Executive committee: F. H. Armstrong, H. E. Eustis.

W. M. BABCOCK, Secretary.

\* \* \*

#### Buffalo, N. Y.

Since that memorable night, early in September, 1899, when the little band of ten Buffalo team owners meeting at Ellicott Square (like one of their fellow townsmen, who became world famous) found that a "condition confronted them"—resolved to organize a "Team Owners Exchange"—as they then called it, has the Buffalo Trucking Association, which name was adopted during May, 1900, when the association was incorporated, ever been to the fore in all matters pertaining to the welfare and betterment of the team owner, the teamster and his faithful friend—the horse—not only locally but nation wide have their good offices been spread, and there probably is "no spot on earth" where fellow team owners are more welcome than in the Queen City of the Lakes.

From the time of its inception, during the summer and fall of 1902, did the movement for the organization of a "National organization" have Buffalo's hearty support, and, beginning with the first convention held at St. Louis in the month of June, 1903, has she furnished her share of the best of timber of which the directorate of the "National" has always been and is composed of at the present time.

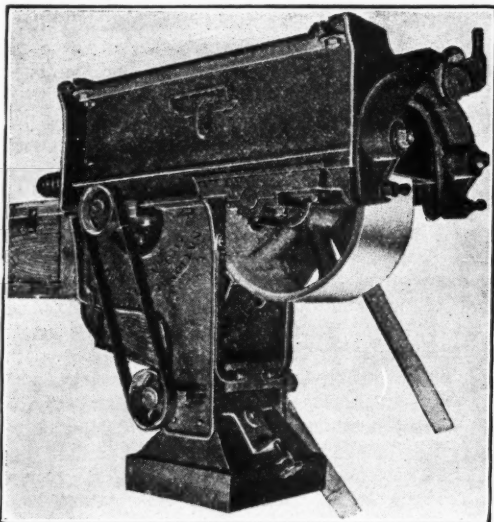
The interest Buffalo members have ever displayed in the National organization is but a reflection of their realization of the benefits that are derived by being a part of such a body that really has as its prime motive, the placing of the calling of its members on the same level enjoyed by other callings. That the team owners to-day enjoy a far better standing among their fellow men throughout the country and are recognized as men of keen, as well as far sighted judgment, is evinced by the acknowledgment from the powers that be at the seat of our government, where our National representatives made a lasting impression by their efforts in the reduction of duties affecting products that are of vital necessity to all horse owners.

That Buffalo will long stand by the National is but another reflection of the benefits its own body has enjoyed at its own home, for since it met that "condition" Buffalo team owners have, without a doubt, escaped many of the troubles experienced

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# "NATIONAL" OAT CRUSHERS



Roll and Crush the Grain

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DOES NOT GRIND

THERE ARE MORE  
**"NATIONALS"**  
IN USE THAN ALL OTHER  
MAKES COMBINED.

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\$100 to \$190.

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FAMOUS WATERPROOF COVERS

**Famous Waterproof Covers,**  
"BEST BY TEST"

Even the SEAMS are Waterproof.

The Thread in the Seams is Protected from Rotting.

Rotting of the Thread has been a Serious Complaint with  
Tarpaulins Imitating "SHUREDRY."

WE SELL TO THE TEAM OWNER DIRECT.

**Fulton Bag & Cotton Mills,**

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by fellow team owners in many other cities of the Union. By the time this issue containing this résumé is spread among the team owners of the land, there will have been passed by the city's legislature a new ordinance that will "wipe out" as objectionable a section of a city's laws that may be imagined. Annually, since its organization, has the Buffalo Trucking Association striven (?) for a new ordinance governing their line of business, only to be put off and off; but as another exemplification of that adage of "keeping everlastingly at it" the powers that be have recognized the importance of the team owners' part in the activities of the city's commercial life, and have adopted an ordinance very much to the liking of the team owner.

Julius Wurtz, as president; Rolin G. Martin, vice president, and Frank J. Abel as secretary, assisted by an able board of directors, made up the first official cabinet.

Those responsible for the association's doings at the present time are: Thomas J. Love, president; Mortimer T. Green, vice president; Frank J. Abel, treasurer; and Louis Debo as secretary. The Buffalo members express their best wishes for their fellow team owners throughout the country, for a prosperous New Year, and hope "we all can and will meet you all" in convention at Cleveland the month of June, 1912.

Members of the Buffalo Trucking Association at their annual meeting re-elected Thomas J. Love, president; Mortimer T. Green, vice president; Frank J. Abel, treasurer, and Louis Debo as secretary.

Messrs. Love and Wurtz were absent on account of sickness at home. The members met at La-port's parlors at 6.30 P. M., going there direct from their places of business, and after enjoying a bountiful repast, the meeting was called to order by Mr. Martin. Reports of officers and committees and regular work took up an hour or more, while Mr. Cobb read a very witty paper, which was enjoyed immensely by all present.

R. G. Martin, Joseph W. Glenn and Louis Debo were elected directors for a term of three years.

Messrs. Taylor and Debo reported short visits to the metropolis. They also report having been given the glad hand by our worthy President Goldberg, whom they found not only busy with his own business, but very busy with election campaign matters as well.

Several of us enjoyed a brief visit by Breen from Boston—yes, he's the same old Breen, but we are always glad to see him and may he long continue to come and have a look at us in Buffalo.

Abel and Glenn attended the Warehousemen's

Convention at Chicago and report enjoying a pleasant as well as profitable trip.

Organization and concentrated efforts are bound to win out as B. T. A. members have finally won out in their efforts to have an old and obnoxious section of the city ordinances repealed; a happy party it was indeed when, after City Attorney Rawn and Chairman Harris of the Ordinance Committee had heard the views and expressions of the team owners, they both agreed that nothing unreasonable was asked and that the new ordinance would be so framed as to meet the approval of those attending. After a final meeting with Mr. Rawn, Secretary Debo reports that the ordinance has been amended satisfactorily and passed to the Ordinance Committee for final action.

The Buffalo Trucking Association members send greetings and best wishes for a Happy and Prosperous New Year to their fellow team owners.

DEBO.

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#### *San Francisco, Cal.*

The year 1911 has been a peculiar and unusual one for our draymen. With the end of the old and the beginning of the new year, we all naturally hope for better results. Ever since Congress decided that our city should hold a world's fair during 1915 we have all been looking for an immediate improvement in business, but this has not been realized to the extent which we anticipated.

Our commercial records show the amount of incoming and outgoing freight to be constantly increasing. Our population continually grows and our industries are fairly active. But in spite of this there appears to be a tendency to lessen the draymen's haul and to decrease the number of his loads. Many of these economic measures are merely tentative, but while they prevail the drayman suffers. Until the cheapness and efficiency of the spur track, the flat car, the lighter or the auto truck for the handling of freight, are proved to the satisfaction of the merchant, the drayman must accept what is given him in the way of hauling. In most cases these experiments only go to prove the merit of the service and the scant reward of the old-fashioned draymen.

The members of our association, however, recognize that progress must not only be accepted, but encouraged. Many of them, wide-awake to the merits of the motor truck for certain work, have installed these machines. They all agree that while these experiments were costly, the quick delivery seems to force the issue. This is not at all objectionable to our draymen, for they want to keep up with the times.

The completion of the Panama Canal will, beyond a doubt, bring much new business to our

## One Cent a Week

Is the cost per horse for electric current for operating this direct connected Oat Crusher.  
**We Challenge** any one to show equal economy,

### GIBSON OAT CRUSHERS GIBSON CORN CRACKERS

**Guaranteed** to save you 15 per cent. on your feed bill, and improve the condition of your horses.

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**Can We Do It?**—Ask the man who owns one.

**Hundreds in use all over the United States and Canada.**

**Built in all sizes** suitable for any stable from twenty horses up.

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Requires less power and costs less to maintain. Guaranteed for a lifetime. Can be operated in any stable.

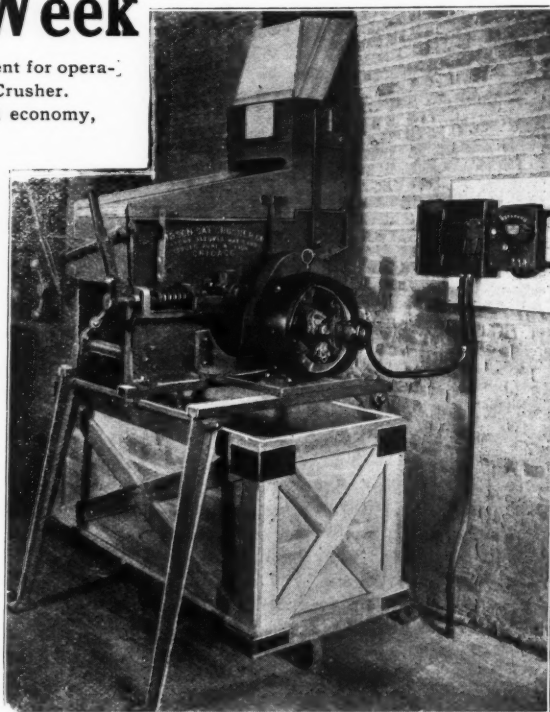
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 1161 BROADWAY, NEW YORK.



Patented June 8, 1909. Write for Catalogue F.

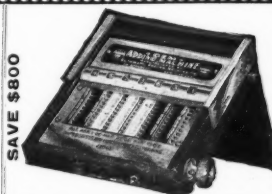
**AGENTS WANTED.**

### ONLY \$12.00 BUYS A \$20.00 SLIGHTLY USED GEM ADDING MACHINE

We have in stock a limited number of very slightly used Gem Adding Machines that have been out on trial only a few times. These Machines are practically as good as new. The Gem is the recognized Standard Desk Adding Machine, having been on the market for over 8 years. There are over 30,000 in use. Booklet of Testimonials on request.

Save \$8.00 by ordering one **to-day** and if you are not absolutely satisfied after ten days trial, return the Machine and get your \$12.00 back.

Address: L. GANCHER,  
 319 BROADWAY, AUTOMATIC ADDING MACHINE CO., NEW YORK, N. Y.



SAVE \$8.00

## The COMMERCIAL VEHICLE

Published Monthly.

231-241 West 39th St. New York.

Team owners and livery men throughout the country are seeking exact information about motor driven vehicles. This can be found in the pages of "The Commercial Vehicle" which are devoted exclusively to commercial motor vehicles. The subscription price is Two Dollars a year. A sample copy will be mailed to any address on receipt of request.

AN ADVERTISEMENT IN THE TEAM OWNERS REVIEW BRINGS RESULTS



doors, and the drayman must be able to take care of his part of the work. Already representatives from large shipping firms on the Atlantic coast and from European cities, have been here looking for locking accommodation.

1911 was a sad year for our association, owing to the death of several of our charter members. In the demise of C. A. Worth, J. Silverstein, W. E. Jackson, Henry Kissone and J. B. Bocarde, we lost almost a quorum of our members, whose memory we cannot recall without the most pleasant recollections, and whose departure we cannot think of without a depth of sorrow. Mr. Worth had been in the business here for 40 years. His energy made for him a fortune. He was the type of the splendid citizen. Mr. Silverstein enjoyed the confidence and respect of his fellowmen. He too made his mark as a successful drayman. Mr. Jackson, by the honesty of his business methods, his frank and charming manners, won for himself the highest respect of all. It might well be said of him that "none knew him but to love him, none named him but to praise." Mr. Kissone was for several years, up to the time of his death, the pioneer drayman of our city. He often told the writer of his long occupancy of the same stand with his teams in the same block for over 57 years. His methods were those of the hardy pioneer. In the early days of San Francisco he was a member of the vigilance committee, which tried to preserve order and peace. To hear him tell of the impromptu administration of justice, even to the extent of hanging criminals, was very interesting. Mr. Kissone's word was abrupt, but just as good as his bond. It is told of him that on one occasion when the Southern Pacific Railroad began requiring bonds from draymen who took out freight without paying the charges at the time, he, on being informed by one of his teamsters that he could not get a certain shipment out without filing a \$4,000 bond, went to his cash fund, took therefrom \$4,000 in gold, put it in a grain bag, threw it into the neck of the driver's truck and told him to "take that to the railroad and ask them if that will do."

In the death of Mr. Bocarde our association suffered an irreparable loss. He had been the treasurer since its beginning. His accounting was always to the cent and to the minute. He had just been elected to the office of supervisor, his term of office to begin January 1, 1912. In that capacity he would no doubt have exerted his splendid energies toward securing good streets. He was well to do and very generous. So, for the year just gone, while it affords us the satisfaction that our members did fairly and that our association still thrives, yet it is our hope and prayer that the death record of 1912 will not draw so

F. J. DEVLIN, Secretary.

#### *Chicago, Ills.*

Our association came into existence early in the spring of 1902. The first meeting was held in a loft on South Water street, there being present about 50 team owners. The organization was quickly completed. George A. Probst was our first president and the writer was elected secretary. The formation of our association was the best thing that could have happened to us at that time. Cartage was very low, every team owner looked upon the other as his natural enemy. It was a case of "dog eat dog." All that has been changed, and it is due to the association. We are all friends now; we have our entertainments, our balls, and everybody is a good fellow, which helps considerably in these modern days.

The merchants are now all on an equal basis, as far as cartage rates are concerned, and they are our friends. They say that the association was a life saver to the business of South Water street.

I sincerely hope that your Anniversary Number will be even better than your fondest dreams can hope for, as I feel that you and your valuable paper have done more to promote that good feeling among team owners which now exists throughout the land, than any other one thing.

Our president officers are J. W. Berkenfield, president; N. F. Stellen, secretary.

Business here is kind of quiet just now. Wishing you and your paper a Merry Christmas and a happy and prosperous New Year,

W. J. COLOHAN.

\*\*\*

#### *Quincy, Ills.*

Our organization is probably one of the youngest in the affiliation of the National body. We were organized on January 31, 1910, and our first president was Philip J. O'Brien; secretary, Louis M. Miller. In spite of the fact that we have been organized only about two years, we have already derived many benefits from the fact that the men in our line are now co-operating with one another instead of fighting each other. The best men and firms in our city belong to the association and the rest are joining us rapidly.

LOUIS M. MILLER, Secretary.

#### NATURAL INFERENCE.

Friendly Autoist—Where is your live stock, friend?

Farmer Jinks (highly exasperated)—Why durn your time! Do you think I'm going to drive 'em out for you? Go hunt your own game.

## THERE WILL BE NO DOUBT AS TO HOW MATTERS WILL BE HANDLED

WHEN THIS INSTITUTION ACTS AS EXECUTOR,  
GUARDIAN, ADMINISTRATOR, ASSIGNEE, TRUSTEE,  
RECEIVER.

THE VERIEST DETAILS OF FIDUCIARY AND  
FINANCIAL MATTERS ARE WATCHED WITH  
EVERY FACILITY KNOWN TO TRUST & BANKING.

### COMMONWEALTH TRUST CO.

Capital, Surplus and Profits over \$3,000,000

COMMONWEALTH BUILDING, 312 FOURTH AVE.

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## SECOND NATIONAL BANK

OF

### PITTSBURGH, PA.

CAPITAL STOCK, \$1,800,000.00

SURPLUS, \$2,000,000.00

DEPOSITS, \$14,907,960.06

The superior, reliable and satisfactory service of the Second National Bank is always at the disposal of its customers, and is offered to banks and bankers, business houses and to all needing the best connections, consistent with sound banking

HENRY C. BUGHMAN, President.

WILLIAM McCONWAY, Vice-President.

JAMES M. YOUNG, Vice-President & Cashier.

BROWN A. PATTERSON, Ass't Cashier.

GEORGE A. STEVENSON, Ass't Cashier.

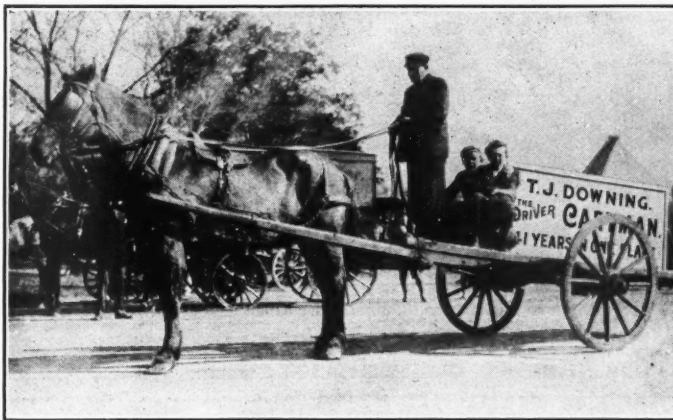
HARRY D. RAMSEY, Ass't Cashier.

## TEAMS AND TRUCKS FROM FAR AND NEAR

EDETOR THE TEAM OWNERS REVIEW :

I think it an excellent idea and it will result in bringing out many good ideas, your publishing a Souvenir Edition with cuts to show the changes in the construction of vehicles used by the teaming trade throughout the United States.

First, you will find a photo of a truck used by Tom Downey when he was a boy—that was many years ago. Tom says he is still a young man. He acts it, but doesn't look



it. This was the general purpose truck used in transferring general merchandise across the city, before the railroads had girdled this city in all directions. Tom says those were balmy days for the team owner.

Next you will find a photo of the wagons now in use. These are the wagons used almost exclusively by the teaming trade. The Buffalo Storage and Carting Company were





## SAYS THE HORSE SHOER

"I tell my customers to put

# Walpole RUBBER HEELS

on their horses."

Because I feel then that I've done the best job I can for horse and owner. I've seen many a sore, tender-footed horse led limping into my shop, and, after I've fitted on those Walpole Rubber Heels he'd travel off sound and smooth.

Now that's comfort for the horse and the man who drives him, and it increases the market value of the horse too.

When that horse hits a hard pavement or a macadamized road, Walpole Rubber Heels take up the shock and the horse's whole foot is protected so that nothing can work up into the hoof against bruises and corns.

It's the patent spring steel plate that does it. This takes the place of the old-fashioned bar. It reinforces the whole heel which is made of high grade rubber. This means longer wear.

The Walpole Heel is better than any other hoof pad because I've never seen it get floppy and useless after getting wet, as some of the pads do. It's lighter than a bar shoe, and I can regulate it according to the horse's foot so that it will relieve soreness or tenderness every time.

I find the Walpole sells pretty nearly on sight and, after a man has once used it on his horse, he can't be satisfied with anything else. I've seen some blacksmiths try to get a customer away from me, but the only way they can do it is to use Walpoles too. And I tell every one of my customers that no matter whether I shoe their horses, or some one else does, they ought to insist on Walpole Heels.

**WALPOLE RUBBER COMPANY, 185 Summer Street, Boston, Mass.**

## SAVE YOUR OATS AND YOU SAVE YOUR DOLLARS.



OPEN



FOLDED

## Planet "No-Waste" Feed Bag.

The Planet No-Waste Feed Bag is designed for the express purpose of preventing the usual waste of oats by the horse when feeding from the ordinary style of feed bag. This matter of waste is an important one and many special bags have been tried in the effort to remove this expense.

In the No-Waste bag the oats are placed in a separate compartment from where the actual eating is done, and the top is then tightly closed, making it impossible for the horse to throw any oats out. A small opening at the bottom into the other compartment permits the oats to feed in only as fast as the horse eats them, and as these oats are always within easy reach of the horse he soon learns that he can eat quietly, without need of throwing up the head in order to reach his dinner. The saving of oats in a few days will pay for the bag. This bag also compels slow feeding by any horse that usually bolts his food.

The Planet No-Waste Feed Bag is made of heavy duck, re-inforced where it has been found necessary, and is a very durable bag, as well as a saver of oats. It can be folded up and carried in the tool box or under the seat. It is furnished with plain ropes and with our patent pulley attachment.

Planet No-Waste Feed Bag, plain, - - - - - \$14 per doz.

Planet No-Waste Feed Bag, with pulley attachment \$16 per doz.

Manufactured only by

**THE PLANET COMPANY,**  
WESTFIELD, MASS.



the first to introduce this style of wagon, and Clarence Taplor says they are the best and most convenient of any wagons he has seen. Most of those doing a general teaming business in this city use this style of wagon.

Next you will find a cut of the moving vans used for the moving of household

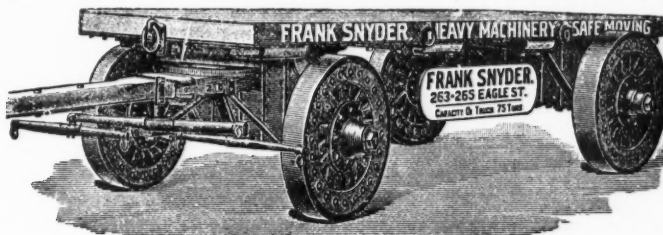



goods. This style of wagon is used generally for the moving of household goods while they can be used, and are to some extent for general merchandise. The Debo Transfer Company, O. J. Glenn and Son, and the Niagara Carting Company have many of these wagons.

Next you will find a photo of one of the grain wagons used in the transfer and de-




livery of grain. Mr. Thomas J. Love is the veteran in the handling of this commodity. These wagons are built after many years of experience. They are built under Mr. Love's personal supervision. The idea of their construction is his. He has many of these wagons






**LIBERTY ENGRAVING Co.**



**OPEN DAY  
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**DESIGNERS,  
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HALF TONES,  
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ILLUSTRATIONS**  
**BELL PHONE  
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**GENERAL FREIGHT FORWARDERS**  
**THROUGH CARS** **REDUCED RATES**  
**HOUSEHOLD GOODS AND AUTOMOBILES**



Consult with us regarding rates, time in transit, insurance, through car service and other details incident to the business.

Automobiles forwarded to California and other Pacific Coast territory at greatly reduced rates.

Export accounts of household goods and merchandise solicited for shipment to all parts of the world.

**203 S. Dearborn St.,**  
**CHICAGO**

**29 Broadway,**  
**NEW YORK**

AGENCIES AND CORRESPONDENTS IN PRINCIPAL CITIES THROUGHOUT THE WORLD.

in use and the finest horses and harnesses that can be found in any city.

Next you will find a photo of the heavy machinery men's wagon. There are several in use which will carry twenty to forty tons. Frank Snyder says we could not do business without one of these trucks.

Yours truly,

R. G. MARTIN.

### WAREHOUSEMEN'S CONVENTION.

The convention of the American Warehousemen's Association, held last month at the La Salle Hotel, Chicago, was no doubt the most successful gathering that has yet been arranged by the members of the association. In this instance it was a success in every respect, program of entertainment, the papers read at the meetings, as well as the discussions. The meeting began on December 6th and the first day was taken up with the reports of officers and the reports of the different standing and special committees. President Homer McDaniel presided over the sessions. The following morning was again devoted to reports, and was followed by the reading of papers. There were an unusually large number among them: "Private Room Storage vs. Sectional Storage," by John E. Cassidy, New York City; "Electricity as a Substitute for Horses in Local Removals," by Walter C. Reid, New York City; "The Gasoline Motor Truck," by Frank H. Hebard, Chicago; "Ancient and Modern Advertising," by George E. Turner, Denver, Col.; "Cold Storage for Household and Personal Effects," by C. A. Aspinwall, Washington, D. C.; "Warehouse Forms and Accounting," L. M. Chamberlin, Minneapolis, Minn.; "Safe Deposit Vaults as Adjuncts to the Storage Business," by Walter C. Reid, New York City; "Open Storage vs. Room Storage," R. J. Wood, Chicago, and many others.

There was also a stag party on Wednesday, a banquet on Thursday and a theater party on Friday evening.

It was decided to hold the next convention next December in Pittsburgh, Pa.

"The Chicago members of the Illinois Furniture Warehousemen's Association 'did themselves proud' in the way of entertainment, as they usually do, and it would honestly fill a

book to tell all the good things they did for us. To use one man's expression: 'Some of us were there a week and had a clean shirt and a two-dollar bill and never changed either of them.'"

The above are the remarks of one of the attendants at the convention.

### OBJECT TO HAY COMBINE.

William S. D'Arcy, secretary of the Mercer County Team Owners Association of Trenton, N. J., in a recent letter to Isaac Goldberg, the National president, says:

"It gives me great pleasure to inform you that this association is a loyal member of the National body, and as proof of it our National secretary will in a few days receive a check in payment of per capita tax. I can also assure you that we are active and prospering, every member busy and everybody happy.

Now, maybe you can furnish me with some desired information as follows: I would like to have the addresses of some wholesale hay men, to whom I can write and get quotations on five car loads of timothy delivered. We are informed that the hay crop was fine in New York State, and I feel sure you will secure me the information. While we are in a farming district, we seem to be at the mercy of a combination of dealers, who control the hay markets here, and if we can break up that combination by buying hay for our members, at a saving by eliminating the middle man, we are going to the limit to do so."

### VERY SUBTLE DISTINCTION.

"Is that a robber castle?" inquired the tourist.

"No, sir," replied the guide; "that place is kept by my father. It's a respectable garage."—*Washington Herald*.



# LISTEN!

A really

## Non-Slip Horse Shoe

The

# SHURFOOT

### Kan't Slip

whether the going be on an icy, snowy, oily street of asphalt, Belgian blocks or macadam; and they are

### Nature's Shoes.

They lie flat, need to be nailed on but once a month. The foot grips the road with its full bearing surface and they

### Cost Little.

## SHURFOOT HORSE-SHOE CORPORATION,

Singer Building, NEW YORK CITY,

**We Seek The Skeptical.** Call or Write for Descriptive Pamphlet.



Trade Mark

**NOTICE TO TEAM OWNERS.**

Have you ever used German Distemper Remedy? If you have not, call on your Druggist at once and get a bottle and give it a trial.

**German Distemper Remedy**

is recommended for the prevention and cure of Distemper, Coughs, Colds and any Glandular Troubles, also is an excellent Tonic. Price Fifty Cents per Bottle at all Druggists, or sent direct. Booklets free.

**GERMAN DISTEMPER REMEDY CO., Goshen, Indiana.**

*When answering advertisements please mention THE TEAM OWNERS REVIEW.*



**A LITTLE HISTORY.**

Safety is the watchword in the selection of a bank. Your earnings need the fullest protection. It is of first importance to choose a strong institution. Banks surround you on all sides. Many are new and untried. Some are large and well established, and a few have the advantage of long years of experience, combined with a large capital and surplus.

A bank's safety is in the conservatism of its management and the size of its capital and surplus—its guaranteed fund.

The Peoples Savings Bank is one of the oldest and best known strictly Savings Banks in Pennsylvania. A half century of success lies behind it, and every financial storm since its organization has been successfully weathered. Protection and fair treatment of its depositors have been its guides.

The bank was organized in 1866, at the close of the Civil War. It has experienced a steady and healthy growth, and keeping pace with the safest and most advanced ideas, its capital and surplus have been increased at different times until to-day it reaches the amount of TWO MILLION DOLLARS—the largest combined capital and surplus of any strictly Savings Bank in the United States.

"Lay up a few treasures on earth—they are always available."

**"NATIONAL" OAT CRUSHER.**

Bellows & Avery Co., 309 Broadway, New York City, have had marked success in marketing the "NATIONAL" Oat Crushers, having sold over 500 of the machines in New York City alone. It has been proven by them to the satisfaction of practically all horse owners that crushed oats feed is for superior to whole oats or so-called special ground feeds of which there are a great number on the market.

There are also many ground feeds on the market known as mill feeds, under various names. A very large majority of these feeds are composed of inferior grain and refuse, which are ground and mixed to resemble the genuine oats and corn that it is impossible to tell what its real composition is. Mill sweepings, oat hulls and dust from oat meal mills, pulverized corn cobs and damaged grains of all kinds are mixed with molasses to tempt the appetite. Refuse ground feeds are dear at any price if you expect to get good service from your animals.

When you feed your horses crushed oats crushed with your own crusher you know exactly the quality of grain you are feeding and you know that your horses are deriving all the benefit from their feed, for it will all digest and there will be nothing wasted. The looks and condition of the animal will show it.

**EARNED HIM DOLLARS.**

It isn't every remedy that not only saves its user money, but earns him a whole lot besides. That's the experience Floyd Nelson had with Tuttle's Elixir. Mr. Nelson's story shows that many a horse is considered unsound to-day when all he needs is the right medical treatment and good care. Mr. Nelson writes:

Tuttle's Elixir Company,  
Boston, Mass.

Gentlemen: Your medicines are all you claim for them and much more. My family could not get along without your Elixir, and as for me, I can say it has not only saved me many dollars but has earned me a whole lot of them, buying and patching up horses, some old and many young ones.

I can cheerfully recommend your medicine to any and all, to be all you claim for it and consider it a safe investment for any man owning a horse, to have on hand a line of your goods for their medicine chest. All correspondence will be cheerfully answered at any time. Happy if I can be of any use to you, I remain,

Yours truly,  
FLOYD NELSON,  
King's Ferry, N. Y.

**A NEW FEED BAG.**

The Planet "No-Waste" Feed Bag is designed for the express purpose of preventing the usual waste of oats by the horse when feeding from the ordinary style of feed bag.

In the "No-Waste" bag, the oats are placed in a separate compartment from where the actual eating is done, and the top is then tightly closed, making it impossible for the horse to throw any oats out. A small opening at the bottom into the other compartment permits the oats to feed in only as fast as the horse eats them, and as these oats are always within easy reach of the horse, he soon learns that he can eat quietly, without need of throwing up the head in order to reach his dinner.

It is claimed the saving of oats in a few days will pay for the bag. Another advan-

# WHAT CAN WE DO FOR YOU?

Are you planning one or more new wagons for your Spring business? Why not have exactly what you want, specially adapted to your local conditions? As manufacturers of Spring Wagon Gears, Wagons and Wagon Specialties we are exceptionally well equipped to give you exactly what you want.

Our Gears have been thoroughly tried out under the severest and most practical tests, and are conceded by qualified, fair-minded judges to be the most substantial gears in use to-day.



One of our many Selle Gears. Clipped up with springs, axles, wheels and Top Gear. All ready to receive the body. Can furnish either Sarven or Warner Wheels, any height desired.

None but first-class selected timber, Norway and refined iron bolts and clips, are used in the construction of our gears. In our clipped-up work we use oil-tempered springs, plain or ribbed, and Concord Express Axles with hardened spindles and boxes.

We are also prepared to furnish top gear and spring bars attached to gear, ready to receive body, if so desired; also wheels, poles and eveners, shafts, etc., ironed complete, wrought iron spring blocks, and gate irons, etc.

What can we do for you? We cannot begin to tell you here. We shall not attempt it. We shall only urge you to write for our free handy booklet, Catalogue No. 13, entitled "Spring Wagon Gears and Wagons." It is a convenient size, 4 x 6½, for the pocket or desk, contains 226 pages, copiously illustrated; tells you "How to select a proper size of Gear," directions for ordering, about our reasonable prices, in fact, contains so much information of value to the owner of any kind of wagon, light or heavy, that you

## SHOULD WRITE TO-DAY

for a copy (free for asking.) You will also find in this most interesting, money-saving book our guarantee: One year from date of purchase.

Will you not put up your problem to us before purchasing any new wagon this fall? Write us fully, write us now, and we will send you our fully illustrated booklet with our answer.

# The Akron-Selle Company, Akron, Ohio.

We build Heavy Wagons for all purposes.  
Write to-day for the Illustrated Catalogue No. 5.

tage claimed for the bag is that it compels slow feeding by any horse that usually bolts his food. The bag is durably made of heavy duck, reinforced where it has been found necessary, can be folded up and carried in the tool box or under the seat, and is furnished with plain ropes and with a patent pulley attachment. The Planet "No-Waste" Feed Bag is manufactured only by the Planet Company, of Westfield, Mass.

### THE GIBSON OAT CRUSHER.

The present age may pass into history as the age of feeding stuffs. The state feed laws, the Pure Food and Drugs Act, the careful inspection of all things edible in order to preserve life and health, have been the prominent topics before the country for a decade. And the food for animals has received no less attention than the food for man. It was only a few years ago that the Gibson Oat Crusher was invented and placed on the market and the hygienic and economical qualities of this machine have resulted in a large demand for preparing oats for horse feeding in all sections. Incidentally the machine is covered by broad and liberal patents issued June 8, 1909.

In nature, each germ is hermetically sealed in a tough envelope that effectually resists the attacks of all nature's enemies until the time comes for the seed to germinate. Then the envelope is softened by earth's moisture and pierced by chemical agents. This process admirably serves nature's purposes, but when the seed is to be used by man to furnish nutriment for domestic animals, it is altogether too slow. Animals fed on whole grains are unable to burst all of the protecting envelopes and secure the nutriment material within. The process of digestion is too slow to do it and thus there is a considerable waste in feed, and a considerable waste in energy in nutritive efforts at digestion.

The Gibson Oat Crusher mechanically opens the tough outer shell of the grain, thereby exposing the nutritive elements intact to the digestive juices. It will crush oats, barley, wheat, rye and screenings. It makes no flour or fine stuff but opens the shuck or outer tough

skin of the oat and exposes the inside kernel, and keeps the whole oat perfectly intact in order to accomplish the results of whole oat feeding.

The manufacturers have demonstrated that by crushing the oat, insuring a complete digestion, fifteen per cent. is saved over whole oat feeding. In crushed oats, all is digested and nothing is wasted and the good results of such feeding are also seen in the looks and condition of the animal.

The machine is strongly made and with each crusher there is furnished a screen on wood frame, for oats, barley, wheat, rye and screenings. The grain may be spouted directly under or at either side or ends of the crusher as desired.

### THE HORSEMAN KNOWS HORSES.

To a horse owner it is a never ending surprise how much more serious a slight wrench or cut, or sprain is, when the accident happens to a horse than when it happens to a human being. A man will go ahead with his work in spite of hurt or lameness, and not seem to be any the worse for it in the end. But the slightest ailment or accident to a horse usually puts it "out of commission" at once, and frequently it is several weeks before the animal is in condition to work.

Having had this experience right in the busy season makes a horse owner interested in getting quick action on the first sign of disease or accident shown by his horse. In fact, a horse should be carefully looked over each morning to see whether he is all right.

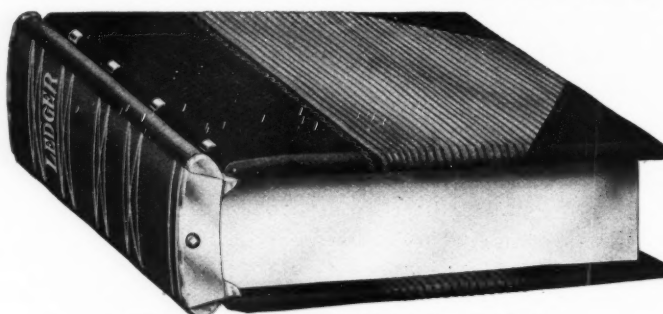
Did you ever read the book "A Treatise on the Horse and His Diseases"? While not in any way recommending the horse owner to put off sending for a veterinary if there is any serious trouble, there are many ailments, such as spavin, splints, ringbone, wire cuts, lameness, sprains, that can be thoroughly handled with home treatment when one knows just what to do and has the proper remedies handy.

This little book should be carefully read and kept for reference by every man that has anything to do with horses. It gives detailed instructions on the curing of *Spavin*, and this means converting a practically worthless horse into one of profit, and satisfactory market value. And the book is backed up by quantities of testimonials from those who have followed the instructions given with Kendall's Spavin Cure.

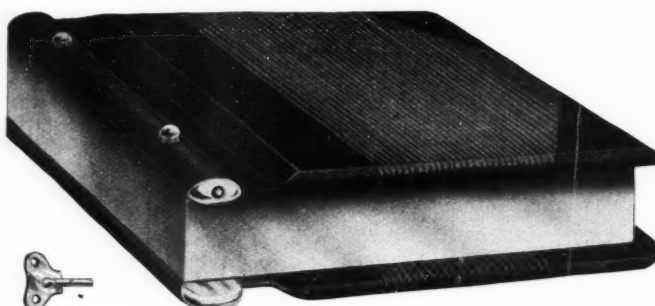
Everybody knows Kendall's reliable, thirty-year-

# The Schenley Loose Leaf Ledger

"WITH A BACK OF PRESSED COLD ROLLED STEEL"



THE SCHENLEY CURRENT LEDGER



THE SCHENLEY TRANSFER LEDGER

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### LOOSE LEAF SYSTEMS AND DEVICES

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old Spavin Cure; but like everything else in this world, it must be properly and intelligently used in order to cure diseases and accidents in the quickest time—it is this "knowing what to do and how to do it" that is the value of the little book.

The "Treatise on the Horse and His Diseases" is free, and will be gladly presented by any druggist who sells Kendall's Spavin Cure. Or, write to Dr. B. J. Kendall Co., Enosburg Falls, Vt., and they will send one at once, without charge.

### HORSES AND MULES.

Value of all horses, mules and asses and burros in 1910 was \$2,612,000,000, compared with \$1,099,000,000 in 1909; the net amount of increase being \$1,513,000,000.

All horses were valued at \$2,076,000,000 in 1910 and at \$897,000,000 in 1900, showing an increase of \$1,179,000,000, or 131.6 per cent.

Aggregate value of all mules for 1910 \$522,000,000 and \$196,000,000 in 1900, showing an increase of \$326,000,000, or 6.2 per cent.

### THE OLD HORSE.

The old, old horse fell slowly to the street—

No plunging drop, no sudden slip and fall,  
No wild attempt to stop its sliding feet,

But just a patient sinking, that was all.

An old, old horse—a bony, toil-worn beast

That had no soul, that had no hopeful  
dreams,

That knew not when the light of life had  
ceased

To lure it on with ever fickle gleams.

A common brute—yet one day it had played

Across the pasture lands with graceful  
stride,

Or some proud master's word it had obeyed

While nervous ripples shook its glossy hide.

Too fine a head it had for us to think

That it had always plodded alley ways

And fed on curses with its food and drink

And never heard a word of cheer or praise.

And even brutal blows and starving years

Had failed to break the curving of its neck

Or rob the thoroughbred poise of its ears—

Life had not yet made of it all a wreck.

But now it fell all slowly to the street

And never once attempted more to rise;

Its heart gave up in one last broken beat,

Death's mercy drew the veil upon its eyes.

Dead in the harness—and the heedless crowd

Went on; the city's noise discordant rose;

But nevermore should it hear curses loud

Or flinch beneath repeated cutting blows.

'Twas nothing much—a horse died—that was  
all;

A worn-out horse, worked down to bone  
and skin—

Yet sometimes men as well, worn out, will fall

With no more living spirit left within.

They, too, fall in the harness; and we pass

Unheeding through the hurried, crowded  
ways;

'Tis but one less in all the toiling mass

That keeps the world a-whirl throughout  
our days.

And pity is so brief—and comes so late!

There is so much that lures us on ahead

We have no time to sense the other's fate—

Dead in the harness; just another dead.

—Chicago Post.

"How is Bingle getting along with his new car?"

"Slowly. The first time he took it out he tried to climb a fire hydrant."

"He's modest. The first time I took my car out I tried to climb a flagstaff."—*Cleveland Plain Dealer*.

## C. F. BECKER,

1432 West 48th Street,

CLEVELAND, OHIO,

GENERAL MOVING AND  
TEAMING CONTRACTOR

**Every Business Man, and that means Every Team Owner, should be posted on the financial movements of the country.**

---

**FINANCIAL AMERICA, the leading daily paper in this country, in constant touch with the financial pulse of the world, enables you to inform yourself on all matters of finance, such as stocks, bonds, markets, etc., etc. It will not only save you, but make you money.**

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**FINANCIAL AMERICA,**

**40 Stone Street, NEW YORK.**

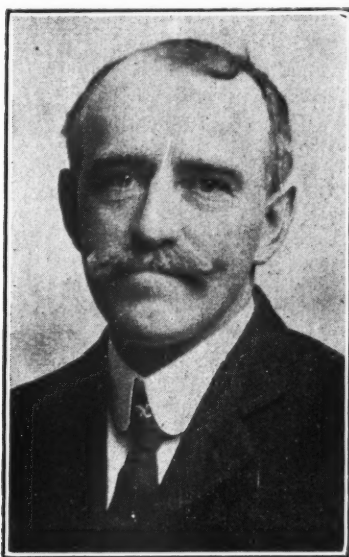
**Subscription \$3.00 per year.**

## The Motor Truck and Automobiles

### Horse or Motor Truck—Which?

You asked me to write an article on "The Advent of the Motor Truck and Its Influence on the Teaming Business," but after Mr. Walter C. Reid's able paper read at the annual meeting of the American Warehousemen's Convention, I feel that I can add but little not already covered. However, perhaps the different people's experiences which I have gleaned from different sources may "help some," so here goes.

Mr. Frank Hebard of the Hebard Storage



EVERETT M. RADCLIFFE.

and Van Company of Chicago, who has about three motor moving vans and two motor piano vans, says "Go slow, as we have paid a lot for experience and unless you have a lot of extra long draws and country work, *stick to the horse.*" Now Mr. Hebard is the "king pin" in the "horse versus the Motor truck" in Chicago, where there are no hills, as there are in Grand Rapids, Mich., and Kansas City, Mo., remember, and in summing up the mat-

ter he says: "It is ten to one in favor of the horse, on short draws, and just the opposite on long ones."

Mr. W. J. Colohan, the acknowledged leader of the Water Street Commission Team Owners in Chicago, says: "The motor truck is absolutely unprofitable in the congested loop district of our city, and much better results are obtained by horses. On long hauls to Evanston, etc., it is just the opposite."

Mr. Tom Jackson of the Suburban Express Company of West Chicago, says: "Don't buy one unless you have plenty of long draws, and the only reason we have several is because they are great to haul from one town to another, which is one of the main features of our express business. When business slacks up we can lay up the trucks and with practically no cost except interest on investment, etc. The motor trucks also enable us to save our horses from the long draws, with which we were formerly obliged to punish them."

Mr. D. A. Morr of the D. A. Morr Transfer and Storage Company of Kansas City, Mo., says: "Our motor trucks are working out very nicely on the long draws, but horses for us on the shorter ones."

Mr. Harry Leonard of Leonards' Reliable Storage Company of Detroit is very much in favor of the motor van, but one of our men who worked there for several months and who came back saying "Grand Rapids was good enough for him," says: "Their motor trucks are not entirely satisfactory except for long haul work." The writer, who spent considerable time in Detroit going over the motor truck game carefully, thinks that when they produce "4 wheel drives" and generate your own electricity at the price of the "2 wheel drives" they now use, the problem will be solved, for in the "2 wheel drives" the weight you know is practically all on the hind wheels, and even with "Kelly block tires" the slippage and wear on tires is something awful.

The Couple Gear people of Grand Rapids,

# Genuine Barrett Jacks

## For General Trucking Purposes.

For the loading and unloading of heavy material such as castings, machinery, etc., considerable time and effort may be saved by employing one of our Barrett Automatic Lowering Jacks.

The Barrett Jacks Nos. 50, 2, 3 and 19 are of a size and capacity especially adapted for this purpose and are so carefully constructed and tested that accidents, from defective material and operation, are almost impossible. They **operate quickly and easily** and are maintained **at low cost**.

These jacks are also found valuable in case the truck is stalled in the mud or holes in the road. By placing a board or stone under the jack to give it a firm foundation the wagon is rapidly removed and no time is lost.



No. 2 Jack

## For Motor Trucks

**Barrett Ratchet and Geared Screw Jacks, Nos. 13, 50, 51, 150, 151, 205, 206, 207.**

These jacks are designed to meet all lifting requirements and peculiarities of construction of all types of Motor trucks. They are constructed of thoroughly high grade materials and are convenient in operation.

Not only are they useful in removing wheels, changing tires, etc., but in cases where the truck becomes ditched or gets into deep holes or mud.

**The geared screw type of jacks, Nos. 205, 206 and 207** are adapted to conditions where the ratchet jacks can not be conveniently applied. On trucks where the body overhangs the rear axle considerably, the screw type only can be used as the ratchet arrangement permits of long or short strokes.

These jacks are used by all leading manufacturers of Motor trucks.

*We also manufacture a complete line of Duff Ball Bearing Jacks and Duff Bethlehem Hydraulic Jacks for all forms of heavy lifting.*



No. 50 Jack

*Write To-day for catalog.*

# THE DUFF MFG. CO.

ESTABLISHED 1863

50 CHURCH ST. NEW YORK.

PITTSBURGH, PA.



Mich., are making a "4 wheel drive" motor truck and so is the Fuller Motor Truck Co. of Detroit, but the price of about \$8,000 instead of about \$4,000 complete for a motor van makes it practically prohibitive. Mr. Holmes, civil engineer for A. H. Ravelle & Co. of Chicago, who has charge of the numerous machines Ravelle & Co. of Chicago are operating, says: "If Fuller has what the *claims* he has it is the only sure thing and that a stock company should be formed in each city, all machines kept in one garage, and motor trucks loaned to members at practically cost. That several expert mechanics should be employed and work mostly nights so as to have all machines in order during the day."

The late Mr. C. C. Harder, Jr., of Harders' Storage & Van Co. of Chicago, said: "The motor truck is gaining ground every day, and our men work nights and go over each truck carefully, tightening up any burrs, etc., before the trouble becomes acute."

Mr. D. MacKay, former head salesman at the Packard motor plant in Detroit, said: "A 4 wheel drive and generate your own electricity is the only strictly practical truck, and if Fuller *has* that and can produce it for what we charge for our reliable Packard motor trucks, the problem is solved."

Mr. Walter C. Reid of the Lincoln Safe Deposit Company of New York City has had great success with the electric vans of the General Vehicle Company and shows in his paper what a great saving they are over the horse, how their firm can cover a larger radius now than they formerly did with horses, and how electric vans do not increase insurance rates like gasoline ones do when keeping them right in your own storage building.

Personally, *we* could use just one motor van in our business and would buy one to-morrow if we had the money to spare, but unless your readers have real use for one, as "the grand old man," Mr. Frank Hebard, says: "Go slow, and let some one else do the experimenting."

EVERETT M. RADCLIFFE,

Grand Rapids, Mich.

### Supplanting The Horse.

It is said that there are about 20,000 motor wagons (trucks, delivery wagons and so forth) in use in this country at present and \$50,000,000 is given as their value.

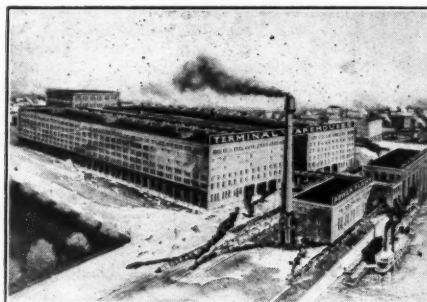
New York City .....	2500	\$6,250,000
Chicago .....	1200	3,000,000
Boston .....	700	1,750,000
Philadelphia .....	700	1,750,000
Pittsburgh .....	300	750,000
Detroit .....	400	1,000,000
St. Louis .....	300	750,000
Kansas City .....	160	400,000
Buffalo .....	150	375,000
Indianapolis .....	150	375,000
Cleveland .....	150	375,000
Cincinnati .....	100	250,000
Denver .....	100	250,000
Portland, Ore. ....	300	750,000
San Francisco .....	200	500,000
Minneapolis .....	100	250,000
Los Angeles .....	70	175,000
Seattle .....	80	200,000
St. Paul .....	100	250,000

One express company alone operates 400 wagons representing an investment of \$800,000. A firm of bankers has invested \$700,000 in 350 wagons. Department stores have adopted them to the tune of from \$70,000 to \$250,000. Orders for five and ten machines are quite common, while the purchase of twenty-five and fifty is recorded with frequency.

### Likes The Motor Truck.

That the motor truck is finding favor among those engaged in the carting business is constantly brought to our notice, the latest to take to it being Louis Debo, the working secretary of the Buffalo Trucking Association, who thinks so well of the proposition that he has placed two Hatfield (built at Elmira, N. Y.) trucks at work for the Debo Transfer Company, of which he is the proprietor, and has secured their selling rights for New York State territory.

Still motors run cheap.



## THE FORTY WAREHOUSES.

☪ Through the Terminal Warehouse System all the principal railroads and many of the leading wholesale houses and distributors are brought together in one spot—in one great community of common interest.

☪ Every tenant and patron of the Terminal Warehouse System has at the door of his place of business the cars of all the principal railroads for carlot and less carlot shipments in and out every day—almost every hour.

☪ This is real shipping—economical shipping. No teaming, big gain in time, much labor saved and the risk of breakage practically eliminated.

☪ In the Terminal Warehouse System every detail makes for convenience. The plan of handling goods, for example, in and out of the freight station, to and from the wagons, up and down the various warehouse floors is all designed for the greatest convenience and consequently secures the largest economies in time and labor.



☪ A bundle of fagots is stronger than any single fagot. A community of business interests has greater influence than any single firm.

☪ By the Terminal Warehouse System this "community of interest" factor becomes of great commercial value to each of the hundreds of tenants and patrons—the least has the strength of the whole community as well as the greatest.

☪ In the Terminal Warehouse System the tenant strengthens his individuality and intensifies his identity by adapting to his own uses the powerful aggregate influence of this great community of common interests.

☪ Each tenant transacts his own business in his own space by his own methods, and enjoys the common advantages of the system—the freight service, the low insurance, the plan of handling goods, the avoidance of drayage, and the many other economies obtainable through the complete, centralized commercial conveniences provided here.

## PITTSBURGH TERMINAL WAREHOUSE AND TRANSFER COMPANY.

**Electric Motor Trucks.**

Among the papers read at the recent convention of the American Warehousemen's Association in Chicago, an address by W. C. Reid of the Lincoln Storage and Safe Deposit Company, of New York City, was one of the most interesting. The subject was "Electricity as a Substitute for Horses in Local Removals." Mr. Reid was kind enough to furnish this journal with a copy of his address, and if we had the space we should be glad to print the matter in full, knowing that many of our readers would learn a great many things that they are anxious to know about. Mr. Reid handles the subject from the standpoint of practical experience, demonstration and tests, and then gives his conclusions as he has found them. To the firm which is having the matter of installing motor vehicles in its service in the place of horses, the facts presented by Mr. Reid are invaluable. Mr. Reid said in part:

"There were presented to our consideration vehicles propelled by gasoline and vehicles propelled by electricity. Gasoline cars were given careful attention, but were finally set aside; first, for the reason that the property hauled is often worth many thousand dollars, and the risk of loss by fire was deemed too great, and second, for the reason that the insurance rate on millions of dollars worth of goods stored would have been increased by bringing gasoline cars into the warehouse for loading and unloading, and a separate garage would have been required for the cars when not in use. At that time also the wage of a good chauffeur for a gasoline car was \$25.00 per week and he refused to do any work other than operate the car.

"We were entirely ignorant as to makes of electric cars but luckily had good advisers who recommended the car we have since adopted, and we were particularly attracted to this manufacturer for the reason that he had so much confidence in the car that he was willing to give a guarantee over a period of three years that the cost of maintenance including batteries, tires and all machinery would not

exceed a sum that amounts to about \$5.00 per day.

"In the spring of 1909 we ordered one one-ton delivery wagon of a capacity equal to one of our two-horse delivery wagons. Two of our horse drivers were able to operate this in a very short time, one substituting for the other in emergencies, and the expense of maintenance and operation was very much less than expected. We have our own electric plant on the premises. This wagon did the work of two horse wagons and finished the work at an earlier hour and operated over a larger territory. In 1910, we purchased a duplicate of this wagon and two three-ton furniture vans of equal capacity of our horse vans (about 490 cubic feet). The two delivery wagons do the work formerly done by the four horse wagons and finish earlier in the day. The vans can bring a load from the neighborhood of One Hundred and Twenty-fifth street as quickly as the horse vans could handle a load from Seventy-second street, and we instructed our order clerk to use the electric vans on the long hauls during the rush, thus permitting the horse vans to handle only nearby work.

"Another furniture van has been added this year (1911). We hope to add another next spring and to so continue until our entire van service is electrified. Our former horse drivers operate these cars. They take pride in them. They are paid two dollars more per week than they were formerly receiving as drivers of horses. The cost of maintenance of these vehicles has been considerably below the guarantee. Previous to 1910 we had but one vehicle. But from January 1st, 1910, to November 1st, 1911, the entire expense of maintenance for the five vehicles has been but \$3,336.65. Of this sum the cost for tires was but \$302.02; the cost of batteries but \$1,087.05. Of course, doing little or no cartage other than to and from the warehouse the wear on tires and batteries is light. The mileage of the vans during the month of October, 1911, (October is a fairly busy month), was but 361, 323 and 366 respectively, showing that they traveled an average of but  $14\frac{1}{2}$ , 12 and  $14\frac{3}{4}$  miles per day respectively. This will give an

# TRANSFER COMPANIES' DIRECTORY.

Names and Addresses of Prominent Transfer Firms and Forwarders of Freight From All Parts of the Country.

## ALBANY, N. Y.

**SECURITY  
STORAGE AND WAREHOUSE CO.**  
Natural Distributing Point for Eastern New York and New England.  
Storage, Forwarding, Re-Shipping.  
105 MONTGOMERY ST.

## BOSTON, MASS.

"WE MOVE EVERYTHING."  
**R. S. Brine Transportation Co.**  
43 India Street,  
TRUCKING, FORWARDING AND RIGGING.

## BUFFALO, N. Y.

**THE BUFFALO STORAGE  
AND CARTING CO.**  
Unsurpassed Facilities for Storing, Handling, Transferring and Forwarding Goods.

## BUFFALO, N. Y.

**Niagara Carting Co.**  
223 Chamber of Commerce.  
**GENERAL CARTAGE & STORAGE,**  
Transferring Car Load a Specialty.

## BUFFALO, N. Y.

**O. J. Glenn & Son**  
EVERYTHING IN THE LINE OF MOVING,  
CARTING, PACKING, STORAGE.  
Office, 43 Church Street.

## CANTON, OHIO.

**Cummins Storage Co.**  
310 East Ninth Street,  
STORAGE, DRAYING, PACKING AND  
FREIGHT HANDLING A SPECIALTY.  
Unsurpassed Facilities for Handling Pool Cars

## CHICAGO, ILL.

**Bekins Household Shipping Co.**  
Shippers of  
Household Goods and Emigrant Movables Only.  
Reduced Rates to Pacific Coast & Colorado  
Offices—First National Bank Building, Chicago, Ill.  
149 So. Broadway, Los Angeles, Cal.  
1313 and Mission Sts., San Francisco, Cal.  
1916 Broadway, Oakland, Cal.

## CLEVELAND, OHIO

**The General Cartage  
and Storage Company.**  
No. 1111 Superior Viaduct.  
**CARTAGE, STORAGE & PARCEL DELIVERY**  
Car Loads Distributed and Forwarded.

## COLUMBUS, OHIO.

"We Deliver The Goods"  
**The American Delivery Co**  
352 N. High St.  
**Transfer. Storage.  
Forwarding.**  
H. G. Stouffer, Manager.

## DENVER, COL.

**THE WEICKER  
Transfer and Storage Co.**  
Office, 1033 Seventeenth Street.  
New Fireproof Warehouse on Track,  
1447 to 51 Wynkoop Street.  
Storage of Merchandise and Household Goods.  
Distribution of Car Lots a Specialty.

## DES MOINES, IOWA.

**BLUE LINE TRANSFER  
& STORAGE COMPANY.**  
GENERAL STORAGE, CARTING,  
PACKING AND SHIPPING.  
FIRE PROOF WAREHOUSES

**DES MOINES, IOWA.  
MERCHANTS TRANSFER AND  
STORAGE CO.**  
WAREHOUSEMEN  
AND  
FORWARDERS.  
General Offices: . . . Union Station

## DETROIT, MICH.

**THE READING TRUCK CO.**  
Office & Warehouse, Sixth & Congress Sts.  
**GENERAL CARTAGE AGENTS,**  
For Atlantic and Canadian Pacific Railways.  
SUPERIOR FACILITIES FOR HAULING AND  
ERECTING ALL KINDS OF MACHINERY.

## EL PASO, TEXAS.

**WESTERN TRANSFER & STORAGE CO.**  
518 SAN FRANCISCO ST.  
Forwarders and Distributors,  
Trucking of all kinds,  
Distribution cars a specialty.  
Warehouse on Track.

## FORT WAYNE, IND;

**Brown Trucking Co.**  
Moving, Carting, Storage and  
Distributing,  
125 W. Columbia Street.

## FORT WORTH, TEXAS.

**BINYON TRANSFER & STORAGE CO.**  
FRONT AND THROCKMORTON STS.  
Receivers and Forwarders of Merchandise, Furniture Stored, Packed Shipped and Moved.  
Hauling of Safes, Machinery and Freight a Specialty. Telephone 187-

## HARTFORD, CONN.

**The Bill Brothers Co.**  
**TRANSFER & STORAGE,**  
Special Facilities for Moving Machinery, Safes, Furniture, Pianos, etc.  
**STORAGE WAREHOUSES** with separate apartments for household goods, and Railroad Siding for Carload Shipments

## HELENA, MONT.

**Benson, Carpenter & Co.**  
**RECEIVERS & FORWARDERS**  
Freight Transfer and Storage Warehouse  
Handling "Pool" Cars a Specialty  
TRACKAGE FACILITIES

## HOLYOKE, MASS.

THE  
**Sheldon Transfer Co.**  
Express Trucking, Heavy Teaming,  
General Forwarders.

## HOUSTON, TEXAS

**WESTHEIMER  
WAREHOUSE CO.**  
Storage and Distributing.  
Fire Proof Warehouse. Separate Locked Rooms.

## LEOMINSTER, MASS.

**W. K. MORSE,**  
Light and Heavy Trucking of All Kinds,  
Office and Stables, rear 83 Mechanic St.  
Residence, 147 Whitney St.

When answering advertisements please mention THE TEAM OWNERS REVIEW.



idea how much of the time each day is taken up in loading and unloading; the vans travel at the rate of eight miles per hour. The delivery wagons during the same month made a mileage of 580 miles and 642 miles respectively, an average of about 23 and 25½ miles each. The cost for electric current for the month for the five vehicles was \$81.66. During the month of August when warehouse work is very light our entire mileage was but 1,075 miles and the cost of the current but \$1,361."

### MEDLEY.

At the Village of Chicago, which is built upon a Lake,  
It's the meeting of the Warehousemen in December, sixth to eight;  
They'll all be there to greet you and keep you on your feet,  
And to a garden they'll La Salle you to roof, not in the street.  
Woods'ey got his Colts in training those Americans to beat,  
And he's sure to keep them running all in Autos through the street;  
Le Moyne, with Troyer, Hebard, Werner, Barnes, with all the rest  
Will all a glad hand give you as you come from East or West.

Bateman, he can bunch you up like Trans-Continental freight;  
But, be sure and crate up Harry Leonard, or he'll land you in the lake;  
The Ak Sarbens no use for him, and Koller knows a thing,  
Then Turner's always coming round, but Benedict fits the ring.

The Beekins always on the job and Weiher bids quite fair,  
Mills needs get busy on the Line, as Hines will sure get something there.  
If Blumenthall can come with Vail his treatment will not be very hot,  
Reid's Safe Deposit come to stay, like Shepherd with his flock.

There's Delsner hails off the Gulf Coast, Langan off a cloudy stream,  
Brown is where water is now so well known, neither is it all champagne;  
The Quaker City's coming through, with Pittsburgh on the line,  
At Cincinnati call up Smith's, and be sure be in on time.

Oh! you don't know Pittsburgh, our meeting place next year;  
We'll all come in to see you, and we'll do it with a cheer.  
That old town will know the coming as the secrets sure got out,  
By the way, they'll have to go some, that is what they all will shout.

We sure expect to see the place which causes so much smoke;  
We have heard the river got so thick, it might be heard to croak.  
Who is it lives in Pittsburgh? Jimmy Keenan is there to stay;  
With Haugh & Keenan Storage Transfer Co. always ready with a joke.

J. H. HOAGLAND.

It's a short lane knows no scorching.

A rut in the road may prove the power behind the thrown.

Never look a gift taxi in the meter.

**I**F you manufacture Wagons, Harness, Horse and Wagon Covers, Gears, Axles, Horse Shoes, Horse Shoe Calks, in fact anything used in the Teaming Business, why not let the TEAM OWNERS REVIEW, be your salesman.

The Review is read by Team Owners all over the United States.

Write us for Rates. If you have them, send us your order now, with copy.

THE  
TEAM OWNERS REVIEW,  
RENSHAW BUILDING,  
PITTSBURGH, PA.

**TRANSFER COMPANIES' DIRECTORY—Continued.**

**MANSFIELD, OHIO.**  
**COTTER**  
**Transfer and Storage Co.**  
 General Hauling and Storage.

**MILWAUKEE, WIS.**  
**Kinsella Transfer Co.**  
 617 CLINTON ST.  
 WE MOVE EVERYTHING.  
 ALL KINDS OF TEAMING.

**MINNEAPOLIS, MINN.**  
**CAMERON'S**  
**Transfer & Storage Co.**  
 200 Nicolet Avenue.  
 Unsurpassed facilities for Storing,  
 Handling, Transferring and  
 Forwarding Merchandise  
 and Household Goods.

**NEW HAVEN, CONN.**  
**The Peck & Bishop Co.,**  
 Offices, 183-185 Orange St., 25 Union St.,  
 Passenger Depot.  
 Best of Facilities for Moving Furni-  
 ture, Pianos, Safes, Machinery, Etc.  
 STORAGE WAREHOUSE.

**NEW LONDON, CONN.**  
**B. B. GARDNER,**  
 18 Blackhall Street,  
 Piano and Furniture Packer,  
 Mover and Shipper.  
 Safe Mover.  
 Freight and Baggage Transfer.  
 STORAGE.

**NEW YORK, N. Y.**  
**The Meade Transfer Co.**  
 GENERAL  
**FREIGHT FORWARDERS.**  
 Transfer Agents of the  
 Pennsylvania R. R. and Long Island R. R.  
 MAIN OFFICE, P. R. R. PIER, 1 N. R..

**OIL CITY, PA.**  
**CARNAHAN**  
**TRANSFER & STORAGE CO.**  
 STORAGE AND PACKING.  
 PIANO MOVING A SPECIALTY.

**PHILADELPHIA, PA.**  
 ALL KINDS OF HAULING PROMPTLY ATTENDED TO  
**MICHAEL DOYLE**  
 United States Bonded Teamster  
 OFFICE: 18 S. Delaware Avenue  
 BOTH PHONES

**PHILADELPHIA, PA.**  
**C. J. McDERMOTT**  
**DRAYMAN**  
 Hauling of all Kinds Promptly  
 Attended To  
 Both 'Phones 121 N. Fourth Street

**PITTSBURGH, PA.**  
**HAUGH & KEENAN,**  
**Storage and Transfer Co.**  
 Centre and Euclid, E.E.,

**PITTSBURG, PA.**  
**W. A. Hoeveler Storage Co.**  
 General Office, 1150 Penn Ave.  
 Packers, Movers, Storers and Shippers of Works  
 of Art, Furniture and Household Goods.

**PITTSBURG, PA.**  
**Weber Express & Storage Co.**  
 4620 Henry Street.  
 Moving, Packing and Storing of  
 Furniture and Pianos.  
 General Hauling.

**PITTSBURGH, PA.**  
 818 W. Diamond St., North Side.  
**J. O'NEIL**  
**Express and Storage,**  
 Unsurpassed Facilities for Storing,  
 Handling, Transferring and  
 Forwarding Goods.

**PORTLAND, MAINE.**  
**CHASE TRANSFER CO.**  
 GENERAL FORWARDING AGENTS  
 Eastern Steamship Co., Maine Steamship  
 Co., Grand Trunk Ry.  
 Special attention to Carload Consignment.  
 FRANKLIN WHARF,

**PORTLAND, ORE.**  
**NORTHWESTERN TRANSFER**  
**COMPANY,**  
 64 and 66 Front St.  
**General Forwarding Agents.**  
 Special Attention Given To Pool Cars.

**ROCKFORD, ILL.**  
**Red Line Transfer & Storage.**  
 M. H. LORDEN, Prop.  
 We Store, Pack and Ship Household Goods  
 on Short Notice. Pianos a Specialty.  
 Local Agents of the American Forwarding Co.  
 OFFICE: WAREHOUSE:  
 318 S. Main St. 206-214 N. Water St.

**SAN ANTONIO, TEX.**  
**HENRY C. RIPS,**  
 304 EAST SIDE ALAMO PLAZA.  
 Piano, Furniture Moving, Packing,  
 Storing; Correspondence Solicited.

**SCRANTON, PA.**  
**G. W. Brown**  
 Office: Lackawanna and Cliff Streets,  
**DRAYMAN AND RIGGER.**  
 Largest and Most Complete Warehouse in  
 N. E. Pennsylvania.  
 STORING, TRANSFERRING AND FORWARDING

**ST. LOUIS, MO.**  
**COLUMBIA TRANSFER CO..**  
 Special attention given to the  
 distribution of car load freight.  
 Depots: St. Louis, Mo., & East St. Louis, Ill.

**ST. LOUIS, MO.**  
**ST. LOUIS**  
**Transfer Company,**  
 400 South Broadway.  
 Agents for All Railroads Terminating at  
 East St. Louis and St. Louis,

**TOLEDO, OHIO.**  
**The Toledo Warehouse Co.**  
 "Quick Shippers"  
 Agricultural Implements, and all kinds  
 of Merchandise, transferred and stored.  
 Three Warehouses on the  
 Toledo Terminal Railroad Co.

**TRENTON, N. J.**  
**PETRY'S EXPRESS**  
 Piano and Furniture Movers.  
 Heavy Trucking and delivery  
 work of every description.  
**AUTOMOBILE MOVING VANS.**  
 320 E. STATE ST. L. D. Phone 451.

**DEBO**  
**TRANSFER**  
**COMPANY**  
 MOVING  
 CARTING  
 STORAGE  
 BUFFALO, N.Y.

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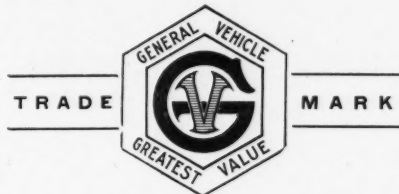






THE TEAM OWNERS REVIEW.

# Who Sells The Fleets?



The General Vehicle Company has over one thousand (1000) G. V. Electrics divided among one hundred customers. Twenty of these customers operate an average of 29.2 G. V.'s each.

Over one million dollars (\$1,000,000) worth of G. V. Electrics are used in brewery transportation service alone.

We have been building electric trucks and wagons since 1901 and many of the vehicles referred to above are from six to ten years old.



These facts may upset your preconceived ideas of motor truck adaptability but a great many intelligent men will learn in the next few years that the electric truck—and particularly the G. V. Electric—is the best truck for 80 per cent of all transfers and deliveries.

The G. V. Electric has the lowest maintenance cost of any power vehicle.

This because it is simple in constructive and operation—economical as to power and has great durability.

Furthermore, all six G. V. Models are standardized and all parts of each model are interchangeable and readily accessible.

Made in the following capacities: 750 lbs., 1000 lbs., 2000 lbs., 2 ton, 3½ ton and 5 ton.

Cost figures? Yes, plenty of them. Just ask us.

Catalogue 79 on Request.

You will find us at the Madison Square Show, New York, January 15-20, with at least ten vehicles. Also at the Chicago Show, February 3-10, 1912.

## GENERAL VEHICLE COMPANY

Works and General Offices, LONG ISLAND CITY, N. Y.

New York  
505 Fifth Ave.

Boston  
84 State Street

Philadelphia  
Witherspoon Bldg.

Chicago  
The Rookery

St. Louis  
Wainwright Bldg.

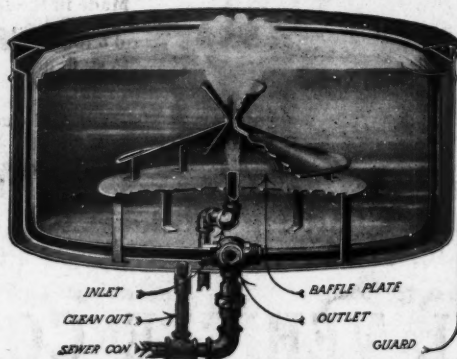
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Quimby's Glander and Distemper Proof  
**WATERING TROUGH**  
FOR STABLE AND STREET.



**Positive Protection Against Glanders**



A simple, absolutely effective device, the use of which will unfailingly prevent the spread of contagious diseases. It saves its cost many times over.

**For Stable Use: Price \$75.00.**

**W. D. QUIMBY,**  
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